

# Martin Dufwenberg

CV – January 2012

## *Karl & Stevie Eller Professor*

Department of Economics; University of Arizona; Tucson, AZ 85721-0108; USA  
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<http://www.u.arizona.edu/~martind1/>

My research uses game theory & experiments and explores issues in behavioral economics. I'm married to Karin and we have two sons. I enjoy bridge, golf, skiing, tennis, and Texas hold'em.

## Education

PhD in Economics, Uppsala University, 1995

*On Rationality & Belief Formation in Games*. Advisors: Jan Södersten & Jörgen Weibull.  
Discussant: Phil Reny. Credited coursework includes "General" in Math Econ from Princeton and two game theory courses from Stockholm University.

Visiting PhD student, Princeton University, 1993/94 (alum \*94)

BSc in Economics, Uppsala University, 1989

## Positions

Karl & Stevie Eller Professor, University of Arizona, 2003-

Visiting Professor, University of Gothenburg, 2005-

CESifo Research Network Member, 2011-

Professor, Stockholm University, 2001-03

Visiting Professor (Humboldt Scholar), Bonn University, 2002

Associate Professor, Stockholm University, 1998-2001

Assistant Professor, Uppsala University, 1996-98

PostDoc, Tilburg University (CentER), 1995-97

## Publications

### In journals:

Martin Dufwenberg, Alec Smith & Matt Van Essen, "Hold-Up: With a Vengeance," forthcoming, *Economic Inquiry*.

Gary Charness & Martin Dufwenberg (2011), "Participation," *American Economic Review* 101, 1213-39.

Martin Dufwenberg, Simon Gächter & Heike Hennig-Schmidt (2011), "The Framing of Games & the Psychology of Play," *Games & Economic Behavior* 73, 459-78.

Luke Chang, Alec Smith, Martin Dufwenberg & Alan Sanfey (2011), "Triangulating the Neural, Psychological, and Economic Bases of Guilt Aversion," *Neuron* 70, 560-72.

- M. Dufwenberg, P. Heidhues, G. Kirchsteiger, F. Riedel & J. Sobel (2011), “Other-Regarding Preferences in General Equilibrium,” *Review of Economic Studies* 78, 640-66.
- Dufwenberg, Martin (2011), “Game Theory,” *Wiley Interdisciplinary Reviews: Cognitive Science* 2, 167-73.
- Gary Charness & Martin Dufwenberg (2010), “Bare Promises: An Experiment,” *Economics Letters* 107, 281-83.
- Martin Dufwenberg, Ramya Sundaram & David Butler (2010), “Epiphany in the Game of 21,” *Journal of Economic Behavior & Organization* 75, 132-43.
- Pierpaolo Battigalli & Martin Dufwenberg (2009), “Dynamic Psychological Games,” *Journal of Economic Theory* 144, 1-35. [100+ Google Scholar] [lead article]
- Martin Dufwenberg & Glenn Harrison (2008), “Peter Bohm – Father of Field Experiments,” *Experimental Economics* 11, 213-20.
- Martin Dufwenberg (2007), Book review of *Behavioral Economics and Its Applications* (P. Diamond & H. Vartiainen, Eds.), *Journal of Economic Psychology* 28, 622-24.
- Pierpaolo Battigalli & Martin Dufwenberg (2007), “Guilt in Games,” *American Economic Review* (Papers & Proceedings) 97, 170-76. [100+ GS]
- Martin Dufwenberg, Uri Gneezy, Jacob Goeree & Rosemarie Nagel (2007), “Price Floors & Competition,” *Economic Theory* 33, 211-24.
- Jose Apesteguia, Martin Dufwenberg & Reinhard Selten (2007), “Blowing the Whistle,” *Economic Theory* 31, 143-66.
- Gary Charness & Martin Dufwenberg (2006), “Promises & Partnership,” *Econometrica* 74, 1579-1601. [400+ GS]
- Martin Dufwenberg & Astri Muren (2006), “Gender Composition in Teams,” *Journal of Economic Behavior & Organization* 61, 50-54.
- (2006), “Generosity, Anonymity, Gender,” *J of Econ Behavior & Organization* 61, 42-49.
- Martin Dufwenberg, Tobias Lindqvist & Evan Moore (2005), “Bubbles & Experience: An Experiment,” *American Economic Review* 95, 1731-37. [100+ GS]
- Martin Dufwenberg & Georg Kirchsteiger (2004), “A Theory of Sequential Reciprocity,” *Games & Economic Behavior* 47, 268-98. [1000+ GS]
- Geir B. Asheim & Martin Dufwenberg (2003), “Admissibility & Common Belief,” *Games & Economic Behavior* 42, 208-34.
- (2003), “Deductive Reasoning in Extensive Games,” *Economic Journal* 113, 1-21. \*
- Martin Dufwenberg & Mark Stegeman (2002), “Existence and Uniqueness of Maximal Reductions under Iterated Strict Dominance,” *Econometrica* 70, 2007-23.
- Martin Dufwenberg & Uri Gneezy (2002), “Information Disclosure in Auctions: An Experiment,” *Journal of Economic Behavior & Organization* 48, 431-44.

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\* Awarded the 2003 *Royal Economic Society Prize* for best paper in the *Economic Journal*.

- Martin Dufwenberg (2002), “Marital Investment, Time Consistency & Emotions,” *Journal of Economic Behavior & Organization* 48, 57-69.
- (2001), Book review of Ariel Rubinstein’s *Modeling Bounded Rationality*, *Economics & Philosophy* 17, 134-40.
- (2001), “Teaching Cournot without Derivatives,” *Journal of Economic Education* 32, 36-40.
- Martin Dufwenberg & Michael Lundholm (2001), “Social Norms & Moral Hazard,” *Economic Journal* 111, 506-25.
- Martin Dufwenberg, Uri Gneezy, Werner Güth & Eric van Damme (2001), “Direct vs Indirect Reciprocity: An Experiment,” *Homo Oeconomicus* 18, 19-30.
- Martin Dufwenberg, Henk Norde, Hans Reijniere & Stef Tijs (2001), “The Consistency Principle for Set-valued Solutions and a New Approach to Normative Game Theory,” *Mathematical Methods of Operations Research* 54, 119-31.
- Voorneveld, Mark, Sofia Grahn & M. Dufwenberg (2000), “Ideal Equilibria in Noncooperative Multicriteria Games,” *Mathematical Methods of Operations Research* 52, 65-77.
- Martin Dufwenberg & Georg Kirchsteiger (2000), “Reciprocity & Wage Undercutting,” *European Economic Review* 44, 1069-78.
- Martin Dufwenberg & Uri Gneezy (2000), “Measuring Beliefs in an Experimental Lost Wallet Game,” *Games & Economic Behavior* 30, 163-82. [200+ GS]
- (2000), “Price Competition & Market Concentration,” *International Journal of Industrial Organization* 18, 7-22. [100+ GS] [lead article]
- Martin Dufwenberg & Werner Güth (2000), “Why Do You Hate Me? – On the Survival of Spite,” *Economics Letters* 67, 147-52.
- (1999), “Indirect Evolution vs Strategic Delegation: A Comparison of Two Methods for Explaining Econ Institutions,” *European Journal of Political Economy* 15, 281-95.
- Martin Dufwenberg (1997), “Some Relationships between Evolutionary Stability Criteria in Games,” *Economics Letters* 57, 45-50.
- Martin Dufwenberg & Johan Lindén (1996), “Inconsistencies in Extensive Games: Common Knowledge is Not the Issue,” *Erkenntnis* 45, 103-14.
- Martin Dufwenberg, Heikki Koskenkylä & Jan Södersten (1994), “Manufacturing Investment & Taxation in the Nordic Countries,” *Scandinavian Journal of Economics* 96, 443-61.

In books:

- Martin Dufwenberg (forthcoming), “Maxims for Experimenters”, *Methods of Modern Experimental Economics*, G. Frechette & A. Schotter (Eds.), Oxford University Press.
- (2008), “Psychological Games”, *The New Palgrave Dictionary of Economics*, 2nd ed. S.N. Durlauf & L.E. Blume (Eds.), vol. 6, 714-18, Palgrave Macmillan.
- Martin Dufwenberg & Uri Gneezy (2005), “Gender & Coordination,” *Experimental Business Research*, A. Rapoport & R. Zwick (Eds.), vol. 3, ch. 11, Kluwer.

M. Dufwenberg, Uri Gneezy & Aldo Rustichini (2004), "Price Competition: The Role of Gender & Education," *Advances in Understanding Strategic Behaviour: Game Theory, Experiments, & Bounded Rationality: Essays in Honour of Werner Güth*, Steffen Huck (Ed.), Palgrave.

Jonas Björnerstedt, Martin Dufwenberg, Peter Norman & Jörgen Weibull (1996), "Evolutionary Selection with Irrational Survivors," *Understanding Strategic Interaction: Essays in Honor of Reinhard Selten*, Albers, Güth, Hammerstein, Moldovanu & van Damme (Eds.), Springer.

#### In Swedish:

Martin Dufwenberg & Michael Lundholm (2009), "Rättvisa," chapter 1 in J. Häckner, A. Jacobsson & A. Muren (Eds.), *Tillämpad mikroekonomi* (2nd ed.), Studentlitteratur.

Martin Dufwenberg, Astri Muren & Lena Nekby (2009) "Diskriminering," chapter 10 in *Tillämpad mikroekonomi* (op. cit.).

Peter Bohm & Martin Dufwenberg (2003), *Politik på prov – en ESO-rapport om experimentell ekonomi*, Ds 2003:31, Swedish Ministry of Finance.

— (2003), "Formuleringen av frågan kan avgöra i höst," *Dagens Nyheter* (DN Debatt), Jan 16.

— (2002), "Som man frågar får man svar," *Dagens Nyheter* (DN Debatt), Dec 27.

Martin Dufwenberg (2002), *Marknadsmakt & karteller: Samhällsekonomisk effektivitet, rättsliga rekvisit & insikter från experiment*. Report to the Swedish Competition Authority.

Martin Dufwenberg, Marie-Louise Isacson & Michael Lundholm (Eds.) (2000), *Tillämpad mikroekonomi*. Studentlitteratur.

M. Dufwenberg & M. Lundholm (2000), "Rättvisa," *Tillämpad mikroekonomi* (ch 1; op. cit.).

M. Dufwenberg & A. Muren (2000), "Diskriminering" *Tillämpad mikroekonomi* (ch 13; op. cit.).

Martin Dufwenberg (1999), "Offentlig upphandling i laboratoriet," *Affärer* 99/4, 22-23.

Martin Dufwenberg & Bo Stoltz (1995), "EU-börsens penningpris & BLANK-aktiekursens förändring. Replik till Bohm & Sonnegårds svar," *Ekonomisk Debatt* 95/5, 433-34.

— (1995), "Hur påverkade penningpriset EU-börsen? Kommentar till Bohm & Sonnegård," *Ekonomisk Debatt* 95/4, 356-58.

Martin Dufwenberg & Johan Lindén (1995), "Spelteori i nytt ljus," *Risk & Kapital* 95/1, 31-32.

Martin Dufwenberg (1991), "Glada zoner," *Bridgetidningen* 91/7, 18-19.

#### In addition:

M. Dufwenberg (2011), "Behavioral Economics," *Harvard College Economic Review* 4(2), 3-4.

#### In progress:

ABC on Deals (with Maroš Servátka & Radovan Vadovič); The Economics of Anger (with Pierpaolo Battigalli & Alec Smith); Modeling Belief-Dependent Motivation in Games (with Pierpaolo Battigalli); Sweatshops & Reciprocity (with Ben Zamzow); Cabs (with Maroš Servátka, Jorge Tarraso & Radovan Vadovič); Thanks but No Thanks: Non-Intervention

Agreements & Land Conflict Avoidance (with Gunnar Köhlin, Peter Martinsson, Haileselassie Medhin); Guilt & Tax Evasion (with Katarina Nordblom); Finding Partners among Strangers (with Utteeyo Dasgupta); Pang for the Buck (with Luke Chang, Alan Sanfey & Alec Smith); Legalizing Bribes (with Giancarlo Spagnolo); Marginalization in Recessions (with G Charness)

### **Awards, keynote lectures, scholarships**

Keynote: *Behavioral & Quantitative Game Theory*, Newport Beach, May 14-16, 2010  
Keynote: *4th Australian Workshop on Experimental Economics*, Christchurch, Dec 18-19, 2009  
Visiting Professorship @ Innocenzo Gasparini Inst for Economic Research, Bocconi, Nov 2009  
Keynote: *Economic Science Association*, Innsbruck, September 17-20, 2009  
Economics Society of University of Arizona Certificate of Appreciation, 2009  
Snyder Fellow, UC Santa Barbara, January 2008  
Keynote: *Communication in Games & Experiments*, 26th Arne Ryde, Lund, Aug 24-25, 2007  
*Bateman Lecture*: “Psychological Games: Theory & Exp”, U of W Australia, Aug 2, 2007  
Keynote: *Intl Meeting in Experimental & Behavioral Economics*, Malaga, March 22-24, 2007  
Keynote: *Taipei Conference on Economic Theory & Applications*, Taipei, August 7-8, 2006  
Erik Malmsten Visiting Professorship Award, University of Gothenburg, 2005  
The Eller College Student Council Certificate of Appreciation Award, 2004  
2003 Royal Economic Society Prize [best paper in the *Economic Journal*; with Geir Asheim]  
Karl & Stevie Eller Professorship Award, 2003-  
Honorary Plenary Lecture, *XXIV Symposium of Finnish Economists*, S:t Michel, February 8 2002  
The Humboldt Foundation’s F. W. Bessel Research Award 2002 [Nominator: Reinhard Selten]  
Erik Lindahl-stipendiet 1999 [awarded biannually to an “outstanding young Swedish economist”]  
Docent in Economics, Uppsala University, 1998 [Referee: Birgit Grodal]  
The Sasakawa Young Leadership Award 1998  
Handelsbankens forskningstiftelser 1995-1997  
Graduate scholarships: The Fulbright Commission 1993/94; Rotary International 1993/94; The Royal Swedish Academy of Sciences 1993/94; Handelsbankens forskningstiftelser 1993; Stiftelsen SIAMON 1993; Ingemar Carlssons minnesfond 1992; JH Palmes fond 1992  
Undergraduate scholarships: S Palmærs, KG Westmans, Wahlberg-Engelbrechts

### **Professional service**

Editorial boards: *Games & Economic Behavior*, 2003-; *Experimental Economics*, 2004-; *Journal of Economic Behavior & Organization*, 2007-10

Referee: *American Economic Journal: Applied Economics*; *American Economic Review*; *American Political Science Review*; *Econometrica*; *Economica*; *Economic Inquiry*; *Economic Journal*; *Economics Letters*; *Economics & Philosophy*; *Economic Theory*; *Erkenntnis*, *European Economic Review*; *European Journal of Operational Research*; *European Journal of Political Economy*; *European Journal of Social Psychology*; *European Sociological Review*; *Experimental Economics*; *Games*; *Games & Economic Behavior*; *German Economic Review*; *Homo Oeconomicus*; *Information Economics & Policy*; *International Economic Review*; *International Game Theory Review*; *International Journal of Game Theory*; *International Journal of Industrial Organization*; *International Review of Economics Education*; *Journal of Conflict Resolution*;

*Journal of Economic Education; Journal of Economic Behavior & Organization; Journal of Economics; Journal of Economic Literature; Journal of Economics & Management Strategy; Journal of Economic Psychology; Journal of Economic Theory; Journal of the European Economic Association; Journal of Industrial Economics, Journal of Labor Economics; Journal of Law, Economics, & Organization; Journal of Mathematical Economics; Journal of Money, Credit & Banking; Journal of Neuroscience, Psychology & Economics; Journal of Political Economy; Journal of Public Economics; Journal of Public Economic Theory; Journal of Socio-Economics; Journal of Sports Economics; Management Science; Mathematical Social Sciences; Mind & Matter; National Tax Journal; Nature Climate Change; Organizational Behavior & Human Decision Processes; Quarterly Journal of Economics; RAND Journal of Economics; Rationality & Society; Research in Economics (Ricerche Economiche); Review of Economic Dynamics; Review of Economic Studies; Review of Economics of the Household; Review of Economics & Statistics; Theoretical Economics; Theory & Decision; The Social Science Journal*

NSF panelist 2009

Executive Committee Member *Economic Science Assoc.* (Section Head, Game Theory), 2004-07

Program Committee Member: *European Economic Association* meetings 2004, 2010; *World Congress of the Econometric Society* 2005

Other reviewing: Academic Press; McGraw-Hill; Thomson Business and Professional Publishing; The Israel Science Foundation; NSF; Riksbankens Jubileumsfond; *TAPES* conference 1995; CentER Discussion Paper series; Princeton University Press

I wrote several evaluation letters concerning P&T or hiring or award decisions for professors.

### **Conferences etc.**

*Deception, Incentives & Behavior*, UC San Diego, April 20-21, 2012

*Experimental Economics Conference*, UC Santa Barbara, Feb 3-4, 2012

*Economic Science Association*, Tucson, Nov 10-12, 2011

*CESifo Area Conference on Behavioural Economics*, Munich, October 28-29, 2011 [plenary]

*Communication in (Experimental) Games*, Zürich, June 3-4, 2011

*Economic Science Association*, Tucson, Nov 11-13, 2010

*Behavioral & Quantitative Game Theory*, Newport Beach, May 14-16, 2010 [keynote]

*Gary Charness' Birthday Conference*, UC Santa Barbara, Feb 5-6, 2010

*4th Australian Workshop on Experimental Economics*, Christchurch, Dec 18-19, 2009 [keynote]

*Methods of Modern Experimental Economics*, NYU, October 23-24, 2009

*Economic Science Association*, Innsbruck, September 17-20, 2009 [keynote]

*Pre-ESA Workshop*, University of Innsbruck, September 15, 2009

*Amsterdam Workshop on Behavioral & Experimental Economics*, Sept 4-6 2009

*Economic Science Association*, Tucson, November 13-15, 2008

*Skill in Games*, University of Arizona, October 10, 2008 [co-organizer]

*Why Isn't Ethics a Behavioral Science?* Summer School, Trento, September 25-29, 2008

*Games 2008: 3rd World Congress of the Game Theory Society*, Evanston, July 13-17, 2008

*Samhälle & sociala dilemman*, Chalmers University of Technology, Gothenburg, May 22, 2008

*Tucson Workshop on Computational & Behavioral Decision Making*, February 29, 2008

*Networks, Group Decision-Making & Field Interventions*, UC Santa Barbara, Feb 8-9, 2008

*Exchange Mechanisms & Auctions* (in honor: Vernon Smith's 80th B-day), UofAZ, Dec 7-8 2007

*Economic Science Association*, Tucson, Oct 18-21, 2007 [co-organizer]  
*Mind, Brain & Society Workshop*, Dept of Psychology, U of Arizona, Oct 13, 2007  
*Communication in Games & Experiments*, 26th Arne Ryde, Lund, Aug 24-25 2007 [plenary]  
*Economic Science Association*, Rome, June 28-July 1, 2007  
*Intl Meeting in Experimental & Behavioral Economics*, Malaga, March 22-24, 2007 [keynote]  
*Arizona Current Research* (on punishment), Dept of Philosophy, U of Arizona, Jan 6, 2007  
*Economic Science Association*, Tucson, Sept 28-Oct 1, 2006  
*Taipei Conference on Economic Theory & Applications*, Taipei, August 7-8, 2006 [keynote]  
*European Summer Symposium in Economic Theory*, Gerzensee, July 3-14, 2006  
*South Western Economic Theory*, Arizona State University, March 4-5, 2006  
*Communications & Incentives*, UC Santa Barbara, February 3-4, 2006  
*Arizona Current Research* (on sweatshops), Dept of Philosophy, Univ of Arizona, Jan 6 2006  
*Japanese-American Frontiers of Science*, Kanagawa, Dec 10-12, 2005  
*Economic Science Association*, Tucson, Sept 29-Oct 2, 2005  
*6th Conference on Current Trends in Economics*, SAET, Vigo, June 27-July 3, 2005  
*Trust & Democracy: Multidisciplinary Perspective*, University of Gothenburg, May 19-20, 2005  
*Liberty, Econ & Soc Proc*, Lib Fund, Tucson, Nov 18-21. [disc leader; co-organizer]  
*Economic Science Association*, Tucson, Nov 4-7, 2004 [co-organizer]  
*International Society for New Institutional Economics*, Tucson, Sept 30-Oct 3, 2004  
*SITE 2004*, segment on Experimental Economics, Stanford, August 11-13, 2004  
*Games 2004: 2nd World Congress of the Game Theory Society*, Marseille, July 5-9, 2004  
*4th Tucson Interdisciplinary Workshop on Decision-Making*, March 5-7, 2004  
*2nd Asian Conference on Experimental Business Research*, Hong Kong UST, Dec 16-19, 2003  
*Economic Science Association*, Tucson, Oct 30-Nov 1, 2003  
*6th Conference on Current Trends in Economics*, SAET, Rhodes, June 30 - July 6, 2003  
*Workshop on Experimental Economics*, Case Western University, May 2-4, 2003  
*Freedom, Culture & Alienation in America*, Liberty Fund, Tunbridge Wells, Mar 27-30, 2003  
*ENTER Jamboree*, Tilburg University, January 22-25, 2003  
*Allied Social Sciences Association*, Washington DC, January 2-5, 2003  
*Zeuthen Lectures & Workshop on Behavioral Economics*, Copenhagen U., Dec 6-9, 2002  
*Political Liberty & Public Safety*, Liberty Fund, Key West, August 8-11, 2002  
*Workshop on Experimental Economics*, Max Planck Institut, Jena, July 27-28, 2002  
*German Association of Experimental Economics*, Wittenberg, July 11-13, 2002  
*Economic Science Association*, Boston, June 27-30, 2002  
*The Humboldt Foundation's annual meeting*, Berlin, June 20-23  
*Behavioral Contract Theory*, Bonn University, June 10, 2002 [co-organizer]  
*The Origin & Effects of Social Norms*, Wissenschaftskolleg zu Berlin, April 10-12, 2002  
*The Humboldt Foundation's Award Winners' meeting*, Bamberg, March 21-24, 2002  
*Nobel Symposium on Behavioral & Experimental Economics*, Saltsjöbaden, Dec 5-7, 2001  
*European Economic Association*, Lausanne, August 29-September 1, 2001  
*Econometric Society: European Meeting*, Lausanne, August 25-29, 2001  
*Workshop: McArthur Foundation's "Preferences network"*, Steyr, July 6-7, 2001  
*Economic Science Association*, Barcelona, June 21-24, 2001  
*Workshop om konkurrensforskning*, Swedish Competition Authority, Stockholm Dec 7, 2000  
*Experimental Economics*, 20th Arne Ryde Symposium, Lund U., Nov 9-11, 2000  
*Liberty & State Control*, Liberty Fund, Bruges, October 26-29, 2000  
*Making Choices*, Center for Interdisciplinary Research (ZiF), Bielefeld U., Aug 2000

*Games 2000: 1st World Congress of the Game Theory Society*, Bilbao, July 24-28, 2000  
*Economic Science Association*, New York, June 16-18, 2000  
*Experimental Economics Workshop*, Technion, Haifa, April 10, 2000  
*Samhällskontrakt & spelteori*, Stockholm School of Economics, November 23, 1999  
*Economic Science Association*, Grenoble, October 7-8, 1999  
*European Economic Association*, Santiago de Compostela, September 2-4, 1999  
*Liberty & Limits of State Action in Humboldt & de Jasay*, Liberty Fund, Spitzingsee, May 1999  
*Workshop on Family Economics*, Stockholm University, January 15, 1999  
*Workshop on Bargaining*, Europa-Universität Viadrina Frankfurt (O), Sept 30-Oct 1, 1998  
*9th Stony Brook Summer Festival on Game Theory*, Stony Brook, July 20-24 1998  
*Economic Science Association*, Mannheim, June 11-13, 1998  
*Workshop on Entomological [!] Game Theory*, SCASSS, Uppsala, February 21-22, 1998  
*European Economic Association*, Toulouse, August 31-September 2, 1997  
*Econometric Society: European Meeting*, Toulouse, August 27-30, 1997  
*Focal Points*, 17th Arne Ryde Symposium, Trolleholms slott, August 21-22, 1997  
*The Bonn Workshop on Theories of Bounded Rationality*, Bonn University, May 6-10, 1997  
*Zeuthen Lectures/Workshop on Decisions, Rationality & Games*, Copenhagen, Dec 13-16, '96  
*GEW Experimental Economics Workshop*, Berlin, October 1-3, 1996. [plenary]  
*6th Amsterdam Workshop on Experimental Economics*, CREED, Sept 5-7, 1996  
*Econometric Society: European Meeting*, Istanbul, August 25-29, 1996  
*7th Stony Brook Summer Festival on Game Theory*. Stony Brook, NY, July 14-23 1996  
*Theoretical Aspects of Rationality & Knowledge (TARK VI)*, Renesse, March 1996  
*Rationalizability in Extensive Form Games*, Copenhagen University, Nov 4, 1995  
*5th Amsterdam Workshop on Exp Economics*, CREED, Univ of Amsterdam, Sept 7-9 1995  
*Economics of Gender & the Family*, 15th Arne Ryde Symp., Rungstedgard, Aug 18-19 1995  
*Summer in Tel Aviv*, Research workshop at Tel Aviv University, July 4 –20 1995  
*Auctions*, Research Course [teachers: K. & V. Krishna, R. Porter], Copenhagen U, Jun 6–16 '95  
*Evolutionary GT*, Nordic Doct Prog [teachers: J. Weibull & M. Kandori], Sthlm U, Jun 6–16 '94  
*Econometric Society: European Meeting*, Uppsala, August 22-26, 1993  
*Rationality in Equilibrium & Strategic Interaction*, Nobel Symposium, Björkborn, Jun 18-20 '93  
*Student workshop in game theory* [organizer: Werner Güth], Riezlern, June 22-27, 1992  
*Mervärdesskatten i Norden*, Nordic Tax Research Council, Uppsala, October 30-31, 1991  
*Tax Policy in Small Open Economies*, Nordic Economic Research Council: Reykjavik, April 1-4 1993; Torshavn, June 2-3 1992; Uppsala, Nov 28-29 1991; Copenhagen, 1991; Helsinki, Nov 28-29 1990

### Visits/talks

University of Gothenburg, May-June 2012  
 U of Arizona, Philosophy, Politics, Economics & Law Club, November 16, 2011  
 University of Gothenburg, October 2011  
 George Mason University, October 14, 2011  
 UT Dallas, September 26, 2011  
 The Einaudi Institute for Economics & Finance, Rome, ½ summer 2011  
 University of Copenhagen, June 9, 2011  
 University of Gothenburg, ½ summer 2011  
 U of Arizona, Economics Club, February 17, 2011  
 U of Arizona, Cognitive Science Colloquium, January 28, 2011

University of Gothenburg, December 2010  
ITAM, Mexico City, October 29, 2010  
UC San Diego, October 20, 2010  
University of Calgary, September 17, 2010  
University of Gothenburg, May-June 2010  
Arizona State University, March 1, 2010  
University of Canterbury, December 2009  
Bocconi University, Nov 2009  
University of Gothenburg, July-Sept 2009  
Uppsala University, May 26, 2009  
Stockholm University, May 2009  
Bocconi University, September 30, 2008  
University of Gothenburg (EEU Associate), May/June 2008  
University of Pittsburgh, March 2008  
UC Santa Barbara (Snyder Fellow), January 2008  
University of Pittsburgh, November 27, 2007  
University of Central Florida, November 2, 2007  
U of Arizona, Dept of Psychology (CNS Seminar), Oct 15, 2007  
Princeton University, October 2, 2007  
Bocconi University, August 2007  
Curtin University of Technology, Perth, July 26, 2007  
University of Western Australia, ½ summer 2007  
University of Oslo, June 4, 2007  
University of Gothenburg (EEU Associate), ½ summer 2007  
University of Michigan, March 9, 2007  
Texas A&M University, January 26, 2007  
Rady School of Management, UCSD, January 18, 2007  
Harvard University, November 14, 2006  
UC Davis, October 17, 2006  
Lund University, June 1, 2006  
University of Gothenburg (EEU Associate), summer 2006  
UC San Diego, May 10, 2006  
NYU, April 28, 2006  
University of Oregon, March 10, 2006  
SUNY Albany, September 27, 2005  
Cornell University, September 26, 2005  
University of Gothenburg (Erik Malmsten Visiting Professor), summer 2005  
University of Pittsburgh, April 15, 2005  
U of Arizona, College of Pharmacy, March 9, 2005  
U of Arizona, Economics Club, September 22, 2004  
Fuqua Business School, Duke University, May 12, 2004  
UC Santa Barbara, March 12, 2004  
U of Arizona, Management & Organization Dept , Feb 11, 2004  
Virginia Tech, January 30, 2004  
Bocconi University, April 8, 2003  
Mälardalens Högskola, March 19, 2003  
Uppsala University, March 18, 2003

Stockholm University, Dept of Sociology, February 17, 2003  
University of Oslo, February 13, 2003  
University of Gothenburg, January 30, 2003  
Stockholm University, IIES, January 14, 2003  
Purdue University, November 12, 2002  
University of Chicago GSB, November 11, 2002  
Harvard University, November 5, 2002  
Örebro University, October 2, 2002  
University of Dortmund, July 15, 2002  
University of Cologne, July 2, 2002  
University of Arizona, June 24, 2002  
University of Munich, June 17, 2002  
Pompeu Fabra, Barcelona, May 6, 2002  
Humboldt University, Berlin, April 2002  
University of Antwerp, March 20, 2002  
University of Leuven, March 19, 2002  
Tinbergen Institute, Amsterdam, January 24, 2002  
University of Bonn (Humboldt Scholar), 2002  
CERGE-EI, Prague, December 2001  
London School of Economics, Dept of Mathematics, Nov 2001  
University of Växjö, September 27, 2001  
UC Berkeley, September 10, 2001  
University of Chicago, September 2001  
University of Vienna, July 2001  
SOFI, Stockholm, May 17, 2001  
University of Växjö, May 16 2001  
University of Gävle, February 21, 2001  
University of Bonn, February 2001  
Umeå University, January 26, 2001  
IUI, Stockholm, Nov. 2000-Jan. 2001  
Center for Interdisciplinary Research (ZiF), Univ of Bielefeld, Aug 2000  
Technion, Haifa, April 2000  
IUI, Stockholm, January 17, 2000  
University of Lund, October 1999  
University of Haifa, July 1999  
University of Vienna, May 1999  
Uppsala University, Dept of Philosophy, April 27, 1999  
Stockholm School of Economics, October 27, 1998  
Humboldt University, September 1998  
University of Haifa, May 1998  
Tilburg University (CentER), March 1998  
University of Zürich, January 1998  
University of Helsinki, November 14, 1997  
Tilburg University (CentER), December 1997; October 1997  
FIEF, Stockholm, September 10, 1997  
Uppsala University, Dept of Psychology, March 5, 1997  
University of Stockholm, September 27, 1996

University of Oslo, March 1996  
The Tinbergen Institute, Amsterdam, April 22, 1996  
Tel Aviv University (“Summer in Tel Aviv”), July 1995  
Tilburg University (CentER), March 1995  
University of Oslo, November 1994  
Stockholm School of Economics, October 18, 1994  
University of Chicago, April 1993

### **talks@home**

University of Arizona: Sept 24, 2003; Sept 7, 2005; March 1, 2006; Dec 1, 2011  
University of Gothenburg: summers 2005-2011  
Stockholm University: April 4, 2000 April 29, 2003; May 30, 2002  
Bonn University: May 15, 2002  
Tilburg U: CentER: Sept 19 '95; Game Theory: Oct 17 1995, Oct 21 1996, June 25 1997  
Princeton University (Micro Tea): April 4, 1994; October 4, 1993  
Uppsala University: April 24 1992; October 6 1994; November 10 1994

### **Externally funded projects**

*Psychological Game Theory with Applications*, NSF #0921929, 2009-12, \$263,803  
*Psychological Games & Communication*, NSF #0617923, 2006-08, \$245,868  
*Trust & Communication in Partnerships*, Russell Sage Foundation, 2003-05, \$126,726  
*Löften, kontrakt & konkurrens*, Swedish Competition Authority, Grant 93/2001, 2001-03  
*När leder offentlig upphandling till hård konkurrens?*, - " -, 96/1999, 1999-2001  
*Social Insurance, Norms & Individual Incentives*, HSFR, Grant F212/95, 1995-97  
*Games & Markets*, The European Union’s HCM-Network, 1996-97  
*Tax Policy in Small Open Economies*, Nordic Economic Research Council, 1990-94

### **Students**

PhD advising@home (main\*, committee member\*, some)

Ben Zamzow\* est 2013; Eric Cardella\* est 2012; Ray Chiu est 2012; Alex Roomets\* 2011 (→PostDoc, Heidelberg); Matt Van Essen\* 2010 (→Assistant 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 (→Assistant Professor, Cal State Univ, East Bay), Wafa Hakim Orman\* 2007 (→PostDoc, Baylor University); Tim Davies\* 2007; Subhasish Dugar\* 2006 (→Assistant Professor, University of Calgary); Maroš Servátka 2006 (→Assistant Professor, University of Canterbury); Radovan Vadovič 2006 (→Assistant Professor, ITAM, Mexico City); Utteeyo Dasgupta\* 2006 (→Assistant Professor, Franklin & Marshall College); Ninghua Du\* 2005 (→Assistant Professor, Shanghai University of Finance and Economics); Adam Jacobsson\* 2003 (→Assistant Professor, Stockholm University); Tobias Lindqvist\* 2003 (→Researcher, Research Institute of Industrial Economics, Stockholm); Anne-Sophie Crépin\* 2002 (→Researcher, The Beijer Institute of Ecological Economics, Stockholm); Sofia Grahn\* 2001 (→PostDoc, Uppsala)

External member of PhD committees or ‘opponent’ at Swedish PhD/PhLic defenses: Carsten Nielsen, University of Copenhagen, 2011.; Elias Tsakas, U of Gothenburg, 2008; Ted Rodgers, U of Arizona Department of Accounting, 2006; Therese Lindahl, Stockholm School of Economics, 2005 [opponent]; Malin Bergman, Stockholm School of Econ, 2003; Ylva Søvik, U of Oslo, 2002; Jens Josephson, Stockholm School of Economics, 2001; Björn Persson, Stockholm School of Economics, 2001; Sofia Lundberg, Umeå University, 2001 [opponent]; Jens Josephson, Stockholm School of Economics, 2000 [opponent]; Alexander Matros, PhLic, Stockholm School of Economics, February, 2000 [opponent]; Clas Pihlström, PhLic, Department of Philosophy, Uppsala University, 1997 [opponent].

Undergraduate students: I have had the fortune of teaching, mentoring, and advising several very bright undergraduate students who later were admitted to good graduate programs. Examples: Thomas Lindström (PhD, Uppsala University, 1998), Sofia Grahn (PhD, Uppsala University, 2001), Krister Ahlersten (PhD, Stockholm School of Economics, 2007), Sebastian Giwa (PhD student, Stockholm School of Economics), Peter Gross (PhD student, 2007, NYU), Bonnie Wilson (PhD student, 2007, Duke University), Timothy Lamoureux (JD student, 2010, Harvard), Teagan Wall (Neuroeconomics PhD student, 2011, Caltech)

## Teaching

2011/12: Behavioral Economics (Undergrad as well as PhD; both spring)  
 2010/11: Experimental Economics (PhD, fall); Game Theory (spring)  
 2009/10: Sabbatical in the fall; Game Theory (spring); Honors thesis advisor  
 2008/09: Summer School, Trento, Sept 25-29; Game Theory; Methods; Behavioral Economics; Psychological Games (PhD), mini-course, Stockholm University (last four all spring)  
 2007/08: Game Theory; Experimental Economics (both spring)  
 2006/07: Behavioral Economics; Experimental Econ (both PhD, spring); Honors thesis advisor  
 2005/06: Psychological Games (PhD), guest lectures, University of Gothenburg; Game theory (both fall); Behavioral/Experimental (PhD), spring; Honors thesis advisor  
 2004/05: Strategy, fall & spring; Intermediate Micro, spring; Honors thesis advisor  
 2003/04: Game Theory (PhD), fall; Experimental/Behavioral (PhD), spring; Strategy, spring  
 2002/03: Behavioral Game Theory, U Oslo, spring; Intermed Micro, fall; U-grad thesis adv (×3)  
 2001/02: Experimental Economics, Summer School, Max Planck Inst, Jena, July 22-Aug 1; Intermediate Micro; Micro II (PhD), fall; U-grad thesis advisor (×2)  
 2000/01: Experimental IO (PhD), Lund University; Intermediate Micro; Micro II (PhD) (all fall)  
 1999/2000: Micro II (PhD), fall; Behavioral/Experimental (PhD), spring; U-grad thesis adv (×3)  
 1998/99: Mathematics, fall; Intro Micro (450 students), spring; U-graduate thesis adv (×2)  
 1997/98: Rationality & Knowledge in Games (PhD), fall; Microeconomics II (PhD), spring  
 1996/97: Micro II (PhD), spring  
 1994/95: Game Theory, fall & spring; Corporate Finance, spring; Undergrad thesis advisor (×2)  
 1991/92/93: Corporate Finance, spring; Undergrad thesis advisor  
 1989/90: Economics for Law students, Introductory Micro (TA), fall & spring  
 1988/89: Economics for Law students (TA), spring  
 1984-1988: ≈1000 hours of teaching in Swedish Public Schools (many courses/levels)

## Miscellaneous

My Erdős number = 4 (thanks Stef & Werner!)  
Member of CESifo Research Network on Behavioural Economics, 2011-  
Coordinator of Theory Workshop, University of Arizona, Spring 2011, Spring 2012  
Excellence in Refereeing Award, *American Economic Review*, 2008, 2009  
Eller College Website Redesign 08 Team member  
Director, *Economic Science Laboratory*, University of Arizona, 2008-10  
Invited nominator for the Nobel Memorial Prize in Economics Sciences: 2006, 2007, 2009, 2010  
Introductory remarks: “Peter Bohm Memorial Lecture”, *ESA* meeting, September 30, 2006  
Founding Director, *Institute for Behavioral Economics*, University of Arizona, 2006-  
Lectures: “The Economics & Literature of Poker”, U of Gothenburg, 2006-11  
Eller College P&T committee, University of Arizona, 2005-  
Editor for Working Paper series, University of Arizona, 2003-  
Press seminar (with Peter Bohm), *Politik på prov*, Swedish Ministry of Finance, June 11, 2003  
Exec committee member, *European Network for Training in Econ Research* (ENTER) 2002-03  
Discussant, *Nobel Lecture*: “Early Experimental Games”, John F. Nash, Jr., SSE, Dec 7 2001  
Invited lecture, “Experimental Economics”, University of Gävle, February 21 2001  
Lecture on “The Use of Mathematics in Economics”, Stockholm University, May 17 2000  
Lecture for PhD students: “How to Write a Paper in Economics”, Stockholm U, Oct 10 1999.  
Coordinator of seminar series, Stockholm University, 1999-2001  
Librarian, Department of Economics, Stockholm University. 1998-1999  
Workshop on advising PhD students [Jitka Lindén, Psychology], Sigtuna, Nov 20-21 1997  
Coordinator of seminar series “General Theory & Methods”, Uppsala University 1997-98  
*Hole-In-One*. Hole 3, Motala Golfklubb, 125 meters, 9-iron, July 11 1997.  
Coordinator of seminar series “Högre seminariet”, Uppsala University 1996-98  
Junior member of the “CentER Graduate School”, Tilburg University, 1995–97  
President, Nationalekonomiska Föreningen i Uppsala, 1991 (Vice President 1990)