

Ayala Arad

Coller School of Management, Tel Aviv University
 PO Box 39040, Ramat Aviv 6997801, Israel
 Email: aradayal@post.tau.ac.il
 Homepage: <http://www.tau.ac.il/~aradayal>

Current Position

2013 - Senior Lecturer, Coller School of Management, Tel Aviv University

Education

2011 Ph.D. in Economics, Tel-Aviv University. Advisors: Ariel Rubinstein and Ran Spiegler
2006 M.A. in Economics (Magna cum Laude), Tel-Aviv University. Advisor: Chaim Fershtman
2004 B.Sc. in Mathematics (Magna cum Laude) and Economics (Summa cum Laude), Tel-Aviv University

Research Interests

Psychology and Economics, Experimental Economics, Microeconomic Theory

Publications

- [Imprecise Datasets as a Source of Ambiguity: A Model and Experimental Evidence](#) (with Gabi Gayer)
Management Science, 2012, 58 (1), 188-202.
- [The Tennis Coach Problem: A Game-Theoretic and Experimental study](#)
The B.E. Journal of Theoretical Economics (Contributions), 2012, 12 (1), Article 10.
- [The 11-20 Money Request Game: A Level- \$k\$ Reasoning Study](#) (with Ariel Rubinstein)
American Economic Review, 2012, 102 (7), 3561-3573.
- [Multi-Dimensional Iterative Reasoning in Action: The Case of the Colonel Blotto Game](#)
(with Ariel Rubinstein). *Journal of Economic Behavior & Organization*, 2012, 84 (2), 571-585.
- [Strategic Tournaments](#) (with Ariel Rubinstein)
American Economic Journal: Microeconomics, 2013, 5(4), 31-54.
- [Past Decisions Do Affect Future Choices: An Experimental Demonstration](#)
Organizational Behavior and Human Decision Processes, 2013, 121, 267-277.
- [Avoiding Greedy Behavior in Situations of Uncertainty: The Role of Magical Thinking](#)
The Journal of Behavioral and Experimental Economics, 2014, 53,17-23.

Work in Progress

- [The People's Perspective on Libertarian-Paternalistic Policies](#) (with Ariel Rubinstein)
- [The Impact of Facebook on Social Comparison and Happiness: Evidence from a Natural Experiment](#)
(with Ohad Brazilay & Maayan Perchik)
- [Multi-dimensional Reasoning in Games: Framework, Equilibrium and Applications](#) (with Ariel Rubinstein)
- [Multi-Dimensional Reasoning in Resource Allocation Games: Evidence from Intra-Team Communication](#)
(with Stefan Penczynski)
- [Experimental Investigation of Context Effects in Strategic Interactions](#) (with Benjamin Bachi & Amnon Maltz)
- [Gamblers' Preferences over Skewed Lotteries: Dynamic Play vs. Stopping Rules](#) (with Yair Antler)
- [Categorical Thinking in Investment Decisions](#) (with Amnon Maltz)

Awards and Honors

2014 Alon Fellowship
2011 Rothschild Fellowship
2011 Berglas Prize for the best Paper by a Ph.D. Student
2010 Jaffray Lecture, RUD conference in Paris (with Gabi Gayer)
2010 Wolf Foundation Scholarship for Outstanding Ph.D. students
2010 The Social Sciences Faculty Prize for excellence in Ph.D. studies
2009 Best Paper by a Ph.D. Student Award, at the APESA meeting at the University of Haifa
2007 Berglas Prize for the best M.A. thesis
2006 Akirov Fellowship for outstanding M.A. students

Grants

- 2017-2019** Principle Investigator, “Strategic Cyber Reasoning in Attacker-Defender Resource Allocation Games”, The Blavatnik Interdisciplinary Cyber Research Center, \$80,000
- 2017-2018** Principle Investigator, “Strategic Decision Making in Teams: Lessons from the Analysis of Intra-Team Communication”, The Collier Foundation, \$20,000
- 2016-2017** Principle Investigator, “Equilibrium with Multi-Dimensional Reasoning”, The Henry Crown Institute of Business Research in Israel, \$5,000
- 2015-2016** Principle Investigator, “Persuasion within a Team in Strategic Interactions: Experimental Study”, The Henry Crown Institute of Business Research in Israel, \$5,000
- 2014-2015** Principle Investigator, “Multi-Dimensional Reasoning in Strategic Interactions”, The Henry Crown Institute of Business Research in Israel, \$5,000
- 2013-2014** Principle Investigator, “Welfare Implications of Libertarian-Paternalistic Policies”, The Henry Crown Institute of Business Research in Israel, \$3,750
- 2012-2014** Organizing Committee, “Decision Making and Emotion Regulation in Life-Span Transitions”, National Institute on Aging R13 AG043207, \$68,044
- 2012-2013** Co-Principle Investigator, “The Development of Preferences in Uncertain Choices”
- Berkeley Experimental Social Science Laboratory seed grant, \$4,000
 - Robert Wood Johnson Program, \$4,000
 - Institute of Business and Economic Research, \$2,000

Previous Teaching and Research Positions

- 2011 - 2013** Postdoctoral Fellow, UC Berkeley Experimental Social Science Laboratory (Xlab)
- 2012 - 2013** Lecturer of the undergraduate course “Advanced Microeconomic Theory”, UC Berkeley
- 2011 - 2012** Instructor of the graduate seminar “Multidisciplinary Perspectives on the Study of Behavior Change”, University of California Berkeley
- 2010 - 2011** Lecturer of the undergraduate course “Intermediate Microeconomics”, NYU in Tel-Aviv
- 2009 - 2011** Lecturer of the undergraduate course “Microeconomics”, Tel Aviv University
- 2009 - 2010** Visiting scholar at the Department of Economics, New York University (Fall)

Seminars**2016-2017**

- VCEE Seminar, University of Vienna
- ESSEXLab Seminar, University of Essex
- Department of Economics and Business, Pompeu Fabra University

2015-2016

- The Centre for Behavioural and Experimental Social Science, University of East Anglia
- Department of Economics, Warwick University
- Law and Economics Workshop, The Buchmann Faculty of Law, Tel Aviv University

2014-2015

- Decision Making and Economic Psychology Seminar, Ben-Gurion University of the Negev

2012-2013

- Department of Economics, University of California Berkeley

2011-2012

- Department of Economics, University of British Columbia
- Rady School of Management, University of California San Diego
- Behavior Change and Technology Seminar, University of California Berkeley

2010-2011

- School of Psychology, Interdisciplinary Center Herzliya

- Faculty of Industrial Engineering and Management, Technion
- Department of Economics, University of Oxford
- Department of Economics, University of Pittsburgh
- Department of Economics, University of Haifa
- Department of Economics, Ben-Gurion University of the Negev
- Faculty of Management, Tel-Aviv University
- Department of Economics, Hebrew University of Jerusalem
- Department of Economics, Bar-Ilan University

2009-2010

- Department of Economics, Tilburg University
- Center for Research in Experimental Economics and Political Decision Making, University of Amsterdam
- School of Economics, Utrecht University
- Department of Economics, Rutgers University
- Department of Economics, New York University

2008-2009

- Max Planck Institute of Economics, Jena

Presentations in Conferences

- 2016** ESA World Meeting, Jerusalem
2016 Israel Organizational Behavior Conference, Tel-Aviv University
2015 Typologies of Boundedly Rational Agents: Experimental Approach, Jerusalem
2015 ESA European Meeting, Heidelberg
2015 The 14th TIBER Symposium on Psychology and Economics, Tilburg University
2012 Bay Area Behavioral and Experimental Economics Workshop, Santa Clara University
2011 North-American ESA Conference, Tucson
2011 International Conference on Behavioral Decision Making, Interdisciplinary Center Herzliya
2010 ESA World Meeting, Copenhagen
2009 North-American ESA Conference, Tucson
2009 Individual Decision Making Conference, Tel-Aviv University
2009 APESA Meeting, University of Haifa
2007 ESA World Meeting, Rome

Conferences Organization

- 2016** The 1st Collier Conference on Behavioral Economics (CCBE), Collier School of Management, TAU
2016 ESA World Meeting, Jerusalem
2015 Typologies of Boundedly Rational Agents: Experimental Approach, Jerusalem
2013 Decision Making and Emotion Regulation in Life-Span Transitions, UC Berkeley
2012 Decision Making and Emotion Regulation in Life-Span Transitions, UC Berkeley

Workshops Participation

- 2009** The XI Summer School on Economics and Philosophy, San Sebastian
2009 Cemmap Master Class on Structural Non-equilibrium Models of Strategic Thinking, UCL
2008 The Summer Institute in Behavioral Economics, Trento
2008 The First International Summer School in Behavioral Economics and Retirement Savings, Muenster

Refereeing

Editorial Board of the Journal of Behavioral and Experimental Economics, Reviewer for American Economics Review, Econometrica, Economic Journal, Economics Letters, Experimental Economics, Games and Economic Behavior, International Journal of Game Theory, Journal of Economic Behavior & Organization, Journal of the European Economic Association, Management Science, Quantitative Economics, Review of Economic Studies