

Ran Spiegler

Curriculum Vitae

Education

- 1999 Ph.D. in Economics (with distinction), Tel-Aviv University
- 1994 M.A. in Economics (Summa cum Laude), Tel-Aviv University
- 1992 B.A. in Economics and Accounting (Magna cum Laude), Tel-Aviv University

Academic Positions Held

- 2014 - Aaron Rubinstein Professor of Economics, Tel Aviv University
- 2009 - Professor, Tel Aviv University
- 2006 - Professor, University College London
- 2006 - 2009 Associate Professor, Tel Aviv University
- 2004 - 2006 Senior lecturer, School of Economics, Tel Aviv University
- 2001 - 2004 Lecturer, School of Economics, Tel Aviv University
- 2000 - 2001 Member, School of Social Science, Institute for Advanced Study,
Princeton, NJ,
- 1999 - 2000 Prize Research Fellow, Nuffield College, Oxford

Visiting Positions

- London School of Economics, visiting lecturer, Fall 2003

Publications

Books

Bounded Rationality and Industrial Organization (2011), Oxford University Press.

Articles

1. “Extracting Interaction-Created Surplus” (2000), *Games and Economic Behavior* 30 (1), 142-162
2. “Inferring a Linear Ordering over a Power Set” (2001), *Theory and Decision* 51 (1), 31-49.
3. “Equilibrium in Justifiable Strategies: A Model of Reason-based Choice in Extensive-Form Games” (2002), *Review of Economic Studies* 69 (3), 691-706.
4. “Rationalizing Choice Functions by Multiple Rationales” (2002), joint with Gil Kalai and Ariel Rubinstein, *Econometrica* 70 (6), 2481-2488.
5. “Simplicity of Beliefs and Delay Tactics in a Concession Game” (2004), *Games and Economic Behavior* 47 (1), 220-220.
6. “Testing Threats in Repeated Games” (2005), *Journal of Economic Theory* 121 (2), 214-235.
7. “Argumentation in Multi-Issue Debates” (2006), *Social Choice and Welfare* 26 (2), 385-402.
8. “Can Anticipatory Feelings Explain Anomalous Attitudes to Information?” (2006), joint with Kfir Eliaz, *Games and Economic Behavior* 56, 87-104.
9. “Competition over Agents with Boundedly Rational expectations” (2006), *Theoretical Economics* 1 (2), 207-231.
10. “Contracting with Diversely Naïve Agents” (2006), joint with Kfir Eliaz, *Review of Economic Studies* 73 (3), 689-714.
11. “The Market for Quacks” (2006), *Review of Economic Studies* 73 (4), 1113-1131.
12. “A Mechanism Design Approach to Speculative Trade” (2007), joint with Kfir Eliaz, *Econometrica* 75 (3), 875-884.

13. "Money Pumps in the Market" (2008), joint with Ariel Rubinstein, *Journal of the European Economic Association* 6 (1), 237-253.
14. "Contradiction as a Form of Contractual Incompleteness" (2008), joint with Dana Heller, *Economic Journal* 118, 875-888.
15. "Optimal Speculative Trade among Large Traders" (2008), joint with Kfir Eliaz, *Review of Economic Design* 12, 45-74.
16. "Comments on the Potential Significance of Neuroeconomics for Economic Theory" (2008), *Economics and Philosophy* 24, 515-521.
17. "Consumer Optimism and Price Discrimination" (2008), joint with Kfir Eliaz, *Theoretical Economics* 3, 459-497.
18. "On Two Points of View regarding Revealed Preferences and Behavioral Economics" (2008), pp. 95-115 in *Perspectives on the Future of Economics: Positive and Normative Foundations. Handbook of Economic Methodology*, Vol. 1, ed. A. Caplin and A. Schotter, Oxford University Press.
19. "Bargaining over Bets" (2009), joint with Kfir Eliaz, *Games and Economic Behavior* 66, 78-97.
20. "Consideration Sets and Competitive Marketing" (2011), joint with Kfir Eliaz, *Review of Economic Studies* 78, 235-262.
21. "On the Strategic Use of Attention Grabbers" (2011), joint with Kfir Eliaz, *Theoretical Economics* 6, 127-155.
22. "'But can't we Get the Same Thing with a Standard Model?' Rationalizing Bounded-Rationality Models" (2011), *Economics and Philosophy* 27, 23-43.
23. "A Simple Model of Search Engine Pricing" (2011), joint with Kfir Eliaz, *Economic Journal* 121, 329-339.
24. "Discussion of 'Behavioral' Decision Theory" (2011), forthcoming in *Advances in Economic Theory (2010 World Congress of the Econometric Society)*.
25. "Monopoly Pricing when Consumers are Antagonized by Unexpected Price Increases: A "Cover Version" of the Heidhues-Koszegi-Rabin Model" (2012), *Economic Theory* 51, 695-711.
26. "Consumer Bounded Rationality and Rigidity/Flexibility Retail Price Patterns" (2012), *Economics Letters* 116, 335-338.

27. "Price Competition under Limited Comparability" (2012), joint with Michele Piccione, *Quarterly Journal of Economics* 127, 97-135.
28. "Placebo Reforms" (2013), *American Economic Review* 103, 1490-1506.
29. "Reference Dependence and Labor-Market Fluctuations" (2013), joint with Kfir Eliaz, *NBER Macroeconomics Annual* 2013, Vol. 28, 159-200.
30. "Competitive Framing" (2014), *American Economic Journal: Microeconomics* 6, 35-58.
31. "Manipulating Market Sentiment" (2014), joint with Michele Piccione, *Economics Letters* 122, 370-373.
32. "X-Games" (2015), joint with Kfir Eliaz, *Games and Economic Behavior* 89, 93-100.
33. "Agility in Repeated Games: An Example" (2015), *Economics Letters* 131, 47-49.
34. "Beyond Ellison's Matrix: New Directions in Behavioral Industrial Organization" (2015), joint with Kfir Eliaz, *Review of Industrial Organization* 47, 259-272.
35. "On the Equilibrium Effects of Nudging" (2015), *Journal of Legal Studies* 44, 389-416.
36. "Search Design and Broad Matching" (2016), joint with Kfir Eliaz, *American Economic Review* 106, 563-586.
37. "Bayesian Networks and Boundedly Rational Expectations" (2016), *Quarterly Journal of Economics* 131, 1243-1290.
38. "Choice Complexity and Market Competition" (2016), *Annual Review of Economics* 8, 1-25.
39. "Data Monkeys: A Procedural Mode of Extrapolation from Partial Statistics" (2016), forthcoming in *Review of Economic Studies*.

Working Papers

1. "Buridanic Competition" (2014), joint with Benjamin Bachi.
2. "Managing Intrinsic Motivation in a Long-Run Relationship" (2014), joint with Kfir Eliaz.
3. "Can Agents with Causal Misperceptions be Systematically Fooled?" (2016).

4. "Incentive-Compatible Advertising on a Social Network" (2016), joint with Kfir Eliaz.
5. "Behavioral Economics and the Atheoretical Style" (2016).

Grants, Honors and Fellowships

2017	Yrjo Jahnsson Award
2016-21	ERC Advanced Investigator Grant No. 692995, "Bayesian Networks and Non-Rational Expectations"
2014	Fellow of the Econometric Society
2013	Michael Bruno Award
2013-15	ISF Grant No. 1153/13, "Theoretical Aspects of E-Commerce: (1) Networks of search platforms, and (2) Identification of boundedly rational choice models using online search data" (joint with Kfir Eliaz)
2013-14	ESRC Grant ES/L003031/1, "Games between Diversely Sophisticated Players"
2008-14	ERC Advanced Investigator Grant No. 230251, "Bounded Rationality in Industrial Organization",
2006-8	NSF Grant SES 0611938, "Mechanism Design with Diversity of Opinion" (joint with Kfir Eliaz, NYU)
2005-7	ISF Grant No. 87/05, "Markets and Boundedly Rational Expectations"
2004-5	Member in the forum for young faculty in the social sciences and the humanities, the Israeli Academy of Sciences and Humanities
2003-6	BSF Grant No. 2002298, "Incentive Theory under Dynamically Inconsistent Preferences; and Utility from Beliefs" (joint with Kfir Eliaz, NYU)
2001-4	Alon Fellowship
1999	Rothschild Fellowship

Selected Invited Lectures

2012	Invited session, Game Theory Society World Congress, Istanbul
------	---

- 2012 Invited Session, Econometric Society European Meeting, Malaga
- 2014 Keynote speaker, ADRES doctoral conference, Paris
- 2016 Invited Session, Econometric Society North American Meeting,
Philadelphia
- 2016 Invited Session, EARIE conference, Lisbon
- 2016 Keynote speaker, CESifo behavioral economics conference
- 2017 Invited session, Econometric Society European Meeting, Lisbon
- 2017 Invited lecture, Econometric Society European Winter Meeting,
Barcelona

Membership in Editorial boards

Theoretical Economics (July 2017 -), Editor

Theoretical Economics (2015-2017), Co-Editor

Theoretical Economics (2006-2015), Associate Editor

Journal of Economic Theory (2013-2015), Associate Editor

American Economic Journal: Microeconomics (2012-2015), Associate Editor

Journal of the European Economic Association (2009-2010), Associate Editor

Review of Economic Studies (2003-2010), Associate Editor

Non-Academic Experience

1993 - 1998 *Israeli Defense Forces*, economic analyst