

Curriculum Vitae

Name: Ran Spiegler
E-mail: rani@post.tau.ac.il
Home Page: <http://www.tau.ac.il/~rani>

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

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
2003 (fall) Visiting lecturer, London School of Economics
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

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*, *Games and Economic Behavior* 66, 78-97.
20. "Consideration Sets and Competitive Marketing" (2011), joint with Kfir Eliaz, forthcoming in *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. "Monopoly Pricing when Consumers are Antagonized by Unexpected Price Increases: A "Cover Version" of the Heidhues-Koszegi-Rabin Model" (2011), forthcoming in *Economic Theory*.
25. "Discussion of 'Behavioral' Decision Theory" (2011), forthcoming in *Advances in Economic Theory (2010 World Congress of the Econometric Society)*.
26. "Price Competition under Limited Comparability" (2012), joint with Michele Piccione, *Quarterly Journal of Economics* 127, 97-135.
27. "Consumer Bounded Rationality and Rigidity/Flexibility Retail Price Patterns" (2012), *Economics Letters* 116, 335-338.

Working Papers

1. "Placebo Reforms" (2011)

2. "Reference Dependence and Labor-Market Fluctuations" (2012), joint with Kfir Eliaz

Grants, Honors and Fellowships

- 2008-2013 European Research Council 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

Non-Academic Experience

- 1993 - 1998 *Israeli Defense Forces*, economic analyst

Membership in Editorial boards

- American Economic Journal: Microeconomics (2012 -)
- Theoretical Economics (2006 -)
- Review of Economic Studies (2003-2010)
- Journal of the European Economic Association (2009-2010)