

# **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
- BRIQ institute, visiting researcher, Fall 2017

## 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" (2017), *Review of Economic Studies* 84, 1818-1841.
40. "Buridanic Competition" (2014), joint with Benjamin Bachi, *Games and Economic Behavior*, forthcoming.

## Working Papers

1. “Managing Intrinsic Motivation in a Long-Run Relationship” (2014), joint with Kfir Eliaz.
2. “Can Agents with Causal Misperceptions be Systematically Fooled?” (2016).
3. “Incentive-Compatible Advertising on Non-Retail Platforms” (2016), joint with Kfir Eliaz.
4. “Behavioral Economics and the Atheoretical Style” (2016).

## Grants, Honors and Fellowships

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| 2017    | Yrjo Jahnsson Award   |
| 2016-21 | ERC Advanced Investigator Grant No. 692995,<br>"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,<br>"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

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

## 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