

May 2017

**STEFANO DELLAVIGNA**

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**APPOINTMENTS**

UNIVERSITY OF CALIFORNIA, BERKELEY, Department of Economics and Berkeley Haas School of Business, 2014-present.

Daniel E. Koshland, Sr. Distinguished Professor of Economics and Professor of Business Administration

UNIVERSITY OF CALIFORNIA, BERKELEY, Department of Economics

Daniel E. Koshland, Sr. Distinguished Professor of Economics, 2013-2014.

Professor, 2012-2013.

Associate Professor, 2008-2012.

Assistant Professor, 2002-2008.

NATIONAL BUREAU OF ECONOMIC RESEARCH

Research Associate (Labor Studies, Political Economy), 2009-present.

Faculty Research Fellow (Labor Studies, Political Economy), 2004-2009.

CESifo

Fellow, 2013-present.

Affiliate, 2007 – 2012.

UNIVERSITY OF BONN, Department of Economics

Visiting Professor, 8/2015-6/2016.

PRINCETON UNIVERSITY, Department of Economics

Visiting Fellow, 1/2005-2/2005.

UNIVERSITY OF CHICAGO, Graduate School of Business

Visiting Assistant Professor, 2/2005-3/2005.

**EDUCATION**

Ph.D. Harvard University, Department of Economics, June 2002.

M.A. Harvard University, Department of Economics, June 2000.

Laurea Bocconi University, Degree in Economics, Summa cum Laude, June 1997.

**RESEARCH INTERESTS**

Psychology and Economics (a.k.a. Behavioral Economics), Applied Micro, Media Economics, Political Economics, Behavioral Finance.

## **EDITORIAL ACTIVITIES AND PROGRAM COMMITTEES**

Co-Editor, *American Economic Review*, January 2017-  
Co-Editor, *Handbook of Behavioral Economics*, Elsevier (with Doug Bernheim and David Laibson), 2017.

Co-Editor, *Journal of the European Economic Association*, 2009-2013.  
Co-Editor, Special Issue of *Journal of Marketing Research*, 2010.  
Associate Editor, Special Issue, *Management Science*, 2010.  
Associate Editor, *Journal of the European Economic Association*, 2008-2009.  
Associate Editor, *B.E. Journal of Economic Analysis & Policy*, 2008-2010.

2015 AEA Nominating Committee

Organizer of *Russell Sage Foundation Meeting* on “Behavioral Labor Economics”, 2015  
Program Committee, 2013 AEA Meetings.  
Co-Organizer, *NBER Behavioral Finance Working Group*, Spring 2011.  
Program Committee, *2012 Napa Conference on Financial Market Research*.  
Scientific Committee, *Workshop on Media Economics* (2012 and 2013).  
Program Committee, *10th World Congress of the Econometric Society*, 2010.  
Program Committee, *BDRM Conference*, 2010.

## **FELLOWSHIPS AND AWARDS**

2017 Winner of the AEJ-Applied Best Paper Prize  
2017 GEA (Graduate Students) Distinguished Teaching Award, Economics Dept., Berkeley  
Alfred P. Sloan Research Fellow, 2008-2010.  
UC Berkeley Campus-wide Distinguished Teaching Award, 2008.  
Social Sciences Distinguished Teaching Award, UC Berkeley, 2007.  
Nominee for Best Advisor Award, Economics Department, UC Berkeley, 2007, 2009, 2012.  
Social Sciences Distinguished Undergraduate Research Mentoring Award, UC Berkeley, 2004.  
NBER Aging and Health Fellowship – 2004-2005 (eligible).  
Eliot Fellowship for Dissertation Completion – Harvard University, 2001.  
GIC Award for Excellence in Teaching of a Graduate Course – Harvard University, 2000.  
Bank of Italy Stringher Fellowship, 1999, 2000.

## **GRANTS**

Alfred P. Sloan Foundation Grant on “Expert Forecasts in Field Experiments: A Pilot”, co-PI (with Devin Pope), 2015-2016.  
NSF Grant on “Reference-Dependent Job Search” SES-1459969, PI, 2015-2018.  
Alfred P. Sloan Foundation Grant on “Reference-Dependent Job Search”, co-PI (with Johannes Schmieder), 2014-2015.  
Faculty Research Grant – UC Berkeley, 2012.  
Center for Equitable Growth – UC Berkeley, 2012.  
Coleman Fung Risk Management Research Center Grant, 2012.  
Center for Equitable Growth – UC Berkeley, 2010.  
BPC (Berkeley Population Center) Pilot Grant – UC Berkeley, 2009.  
Coleman Fung Risk Management Research Center Grant, 2008-2009.  
NSF Grant on “Attention, Demographics, and the Stock Market”, SES-0418206, PI, 2004-2007.  
CEDA (Center on the Economics and Demography of Aging) Pilot Grant – UC Berkeley, 2007.  
Regents’ Junior Faculty Fellowship – UC Berkeley, Summer 2007.  
Faculty Research Grant – UC Berkeley, 2004-2008.  
Junior Faculty Research Grant – UC Berkeley, 2002-2003.

CEDA (Center on the Economics and Demography of Aging) Pilot Grant – UC Berkeley, 2002.

## WORKING PAPERS

“What do Editors Maximize? Evidence from Four Economics Journals” (with David Card), March 2017.

“Within-Chain Price Rigidity in US Retail” (with Matthew Gentzkow), April 2017.

“Estimating Social Preferences and Gift Exchange at Work” (with John List, Ulrike Malmendier, and Gautam Rao), September 2016.

“The Obama Effect on Economic Outcomes: Evidence from Event Studies”, July 2010.

## PUBLICATIONS

“Predicting Experimental Results: Who Knows What?” (with Devin Pope), *Journal of Political Economy*, forthcoming.

“What Motivates Effort? Evidence and Expert Forecasts” (with Devin Pope), *Review of Economic Studies*, forthcoming.

“Reference-Dependent Job Search: Evidence from Hungary” (with Attila Lindner, Balazs Reizer, and Johannes Schmieider), *Quarterly Journal of Economics*, November 2017.

“Does Conflict of Interest Lead to Biased Coverage? Evidence from Movie Reviews” (with Johannes Hermlle), *Review of Economic Studies*, forthcoming.

“Voting to Tell Others” (with John List, Ulrike Malmendier, and Gautam Rao), *Review of Economic Studies*, January 2017, Vol. 84, 143-181.

“Market-Based Lobbying: Evidence from Advertising Spending in Italy” (with Ruben Durante, Brian Knight, and Eliana La Ferrara), *AEJ: Applied Economics*, January 2016, Vol. 8, 224-256.  
2017 Winner of the AEJ-Applied Best Paper Prize

“Economic and Social Impacts of the Media” (with Eliana La Ferrara), *Handbook of the Economics of the Media*, Vol. 1, Elsevier, January 2016.

“Page Limits on Economics Articles: Evidence from Two Journals” (with David Card), *Journal of Economic Perspectives*, Summer 2014, Vol. 28, pp. 149-168.

“Cross-border media and nationalism: Evidence from Serbian radio in Croatia” (with Ruben Enikolopov, Vera Mironova, Maria Petrova, and Ekaterina Zhuravskaya), *AEJ: Applied Economics*, July 2014, Vol. 6, pp. 103-132.

“The Importance of Being Marginal: Gender Differences in Generosity” (with John List, Ulrike Malmendier, and Gautam Rao), *American Economic Review Papers and Proceedings*, May 2013, Vol. 103, pp. 586-590.

“Nine Facts about Top Journals in Economics” (with David Card), *Journal of Economic Literature*, March 2013, Vol. 51, pp. 144-161.

“Capital Budgeting versus Market Timing: An Evaluation Using Demographics” (with Joshua Pollet), *Journal of Finance*, February 2013, Vol. 68, pp. 237-270.

“Testing for Altruism and Social Pressure in Charitable Giving” (with John List and Ulrike Malmendier), *Quarterly Journal of Economics*, February 2012, Vol. 127, pp. 1-56  
(Lead article).

Reprinted in *The International Library of Critical Writings in Economics: Field Experiments*, edited by John List and Anya Samek, Edward Elgar Publishing, 2015.

Also reprinted in *The International Library of Critical Writings in Economics: The Economics of Philanthropy and Fundraising*, Vol. II, edited by James Andreoni, Edward Elgar Publishing, 2015.

“The Role of Theory in Field Experiments” (with David Card and Ulrike Malmendier), *Journal of Economic Perspectives*, Summer 2011, Vol. 25, 39-62.

“Detecting Illegal Arms Trade” (with Eliana La Ferrara), *AEJ: Economic Policy*, November 2010, Vol. 2, pp. 26-57.

“Persuasion: Empirical Evidence” (with Matthew Gentzkow), *Annual Review of Economics*, September 2010, Vol. 2, pp. 643-669.

“The Effect of Fast Food Restaurants on Obesity and Weight Gain” (with Janet Currie, Enrico Moretti, and Vikram Pathania), *AEJ: Economic Policy*, August 2010, Vol. 2, pp. 32-63.

“Psychology and Economics: Evidence from the Field”, *Journal of Economic Literature*, June 2009, Vol. 47, pp. 315-372  
(Lead article.)

“Does Movie Violence Increase Violent Crime?” (with Gordon Dahl), *Quarterly Journal of Economics*, May 2009, Vol. 124, pp. 677-734.

“Investor Inattention and Friday Earnings Announcements” (with Joshua Pollet), *Journal of Finance*, April 2009, Vol. 64, pp. 709-749.

“Demographics and Industry Returns” (with Joshua Pollet), *American Economic Review*, December 2007, Vol. 97, pp. 1167-1702.

“The Fox News Effect: Media Bias and Voting” (with Ethan Kaplan), *Quarterly Journal of Economics*, August 2007, Vol. 122, pp. 1187-1234.

“Paying Not To Go To The Gym” (with Ulrike Malmendier), *American Economic Review*, June 2006, Vol. 96, pp. 694-719.

Reprinted in *The International Library of Critical Writings in Economics: The New Behavioral Economics*, edited by Elias L. Khalil, Edward Elgar Publishing, forthcoming.

“Job Search and Impatience” (with Daniele Paserman), *Journal of Labor Economics*, July 2005, Vol. 23, pp. 527-588.

“Contract Design and Self-Control: Theory and Evidence” (with Ulrike Malmendier), *Quarterly Journal of Economics*, May 2004, Vol. 119, pp. 353-402  
(Lead article.)

“Learning to Make Risk Neutral Choices in a Symmetric World” (with Marco LiCalzi), *Mathematical Social Sciences*, Jan. 2001, Vol. 41, pp. 19-37.

## **WORK IN PROGRESS**

“Evidence on Job Search Models from a Survey of Unemployed Workers” (with Jorg Heining, Johannes Schmieder, and Simon Trenkle).

“Aggregating Expert Opinions” (with David Card).

“What do Individual Investor Do? Evidence from Ticker Look-Up” (with Susan Athey).

## **OTHER PUBLICATIONS**

“Consumers Who Care”, *Science*, 329, July 2010, pp. 287-288.

“The Political Impact of Media Bias” (with Ethan Kaplan) in *Information and Public Choice: From Media Markets to Policy Making*, Roumeen Islam, Ed. World Bank Publications, 2008.

Review of Reid Hastie and Robin M. Dawes, “Rational Choice in an Uncertain World,” *Journal of Economic Literature*, 45, June 2003, pp. 582-583.

## **TEACHING**

Undergraduate: Intermediate Microeconomics

Graduate: Applications of Psychology and Economics

## **PROFESSIONAL ACTIVITIES**

Excellence in Refereeing Award 2011 and 2012, *American Economic Review*.

**Referee** for *American Economic Journal: Applied Economics*, *American Economic Journal: Economic Policy*, *American Economic Review*, *American Journal of Political Science*, *American Law and Economics Review*, *B.E. Journals in Economic Analysis and Policy*, *Econometrica*, *Economic Journal*, *Economics Letters*, *European Economic Review*, *FANRP Grants (USDA)*, *Federal Communications Commission (FCC)*, *Games and Economic Behavior*, *Journal of Development Economics*, *Journal of Economic Literature*, *Journal of Economic Theory*, *Journal of Environmental Economics and Management*, *Journal of Finance*, *Journal of Labor Economics*, *Journal of Law and Economics*, *Journal of Legal Studies*, *Journal of Marketing Research*, *Journal of Political Economy*, *Journal of Population Economics*, *Journal of Public Economics*, *Journal of the European Economic Association*, *Management Science*, *National Science Foundation (NSF)*, *Quarterly Journal of Economics*, *Quarterly Journal of Political Science*, *Rand Journal of Economics*, *Review of Accounting Studies*, *Review of Economic Dynamics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Review of Financial Studies*, and *Swiss National Science Foundation*.

Member of Sloan/ RSF Behavioral Economics and Consumer Finance Working Group, 2010-2014.

**Lecturer and Speaker at:**

Keynote Speaker at CEPR Labor Economics Meeting, Fall 2017.  
Babcock Memorial Lecture, UCSB, Fall 2017.  
Summer School in Behavioral Economics, New Hampshire, June 2016.  
Keynote Speaker at Behavioral Political Economy Conference, NYU-Abu Dhabi, 2015.  
Summer School in Behavioral Economics, New Hampshire, June 2012.  
Boston University Distinguished visitor in Economics, September 2011.  
Plenary lecture at World meeting of the Economic Science Association, Chicago 2011.  
“Up and Coming Bright Young Thing” Lecture, IAREP/SABE 2008 Conference, Rome.  
Summer School in Behavioral Economics, Trento (Italy), June 2006.  
Summer School in Economics and Psychology, Chiem See (Germany), May 2006.  
CEEL Summer School in Behavioral Economics, Trento (Italy), July 2003.

**PhD Students Advised (First job, year of PhD):**

Jordan Ou (Analysis Group, 2017)  
Youssef Benzarti (UCLA, 2016)  
Jessica Shui (FHFA, 2016)  
Francesco D’Acunto (University of Maryland Business School, 2015)  
Attila Lindner (UCL, 2015)  
Sheng Li (NERA, 2015)  
Tarso Madeira (Amazon, 2015)  
Takeshi Murooka (University of Munich, 2014)  
Gautam Rao (Harvard University, 2014)  
Xiaoyu Xia (Chinese University of Hong Kong, 2014)  
Justin White (Stanford University post-doc, 2013)  
Xing Huang (Broad School of Business, Michigan State University, 2013)  
Saurabh Bhargava (Carnegie Mellon University, 2012)  
Jonas Hjort (Columbia GSB, 2012)  
Mitch Hoffman (Rotman School, University of Toronto, 2012)  
Juan Carlos Montoy (UCSF, 2012)  
Changcheng Song (NUS Singapore, 2012)  
Mariana Carrera (Casewestern, 2011)  
Justin Gallagher (Casewestern, 2011)  
Karen Selody (Federal Reserve Board, 2011)  
Vinci Chow (Chinese University of Hong Kong, 2011)  
Dan Acland (Goldman School of Public Policy, UC Berkeley, 2010)  
Constanca Esteves-Sorenson (Yale SOM, 2009)  
Matthew Levy (RWJ at Harvard, 2009, then LSE, 2011)  
Salar Jahedi (University of Arkansas, 2009)  
Vikram Pathania (Cornerstone, 2008)  
Devin Pope (Wharton, 2007)  
Paige Skiba (Vanderbilt Law and Economics, 2007)  
Justin Sydnor (Casewestern University, 2006)

**Undergraduate Students Advised and Admitted in Economics PhD programs:**

Fall 2017: Yizhuang (Alden) Cheng (MIT); Bhargav Gopal (Columbia); Jeffrey Zeidel (CalTech).  
Fall 2016: Felix Chopra (University of Bonn); Aileen Devlin (MIT); Alex Fahey (MIT); Zi Peng (UC Irvine); Ao Wang (Berkeley).

Fall 2015: Bhargav Gopal (full-time RA at Stanford Law School); Johannes Hermle (Berkeley); Justin Holz (Chicago Harris School); Patricia Zhengyun Sun (Harvard); Andrew Tai (full-time RA at SF Fed); Eileen Tipoe (Oxford); Brian Wheaton (Harvard)  
Fall 2014: David Birke (Berkeley); Sigmund Ellingsrud (Penn); Jonathan Gu (UCLA); Seongjoo Min (Berkeley); Akshay Rao (Yale); Alex Steiny (Berkeley)  
Fall 2013: David Birke (full-time RA in Chicago Booth); Alex Xi He (MIT); Robin Kaiji Gong (Stanford); Jonathan Gu (MSR post-doc); Sunny Lee (full-time RA at MIT); Xuan Li (Columbia); David Novgorodsky (Chicago); Zi Peng (Davis); Jeff Qiu (Yale)  
Fall 2012: Zachary Breig (UCSD); Pedram Heydari (UCSD); Chen Li (Maryland); Evan Mason (UCLA); Yufan David Yang (Stanford)  
Fall 2011: Mitra Akhtari (Harvard); Alec Brandon (Chicago); Al Chan (LSE); HingChak Kung (Berkeley); Ryan Liu (Haas-Finance); David Novgorodsky (Becker Price Center); Adam Singer (RAND); Iris Wu (Harvard-Statistics)  
Fall 2010: Diane Alexander (Princeton); Mira Frick (Harvard); Simon Jaeger (Harvard); Prachi Jain (Michigan); Melanie Wasserman (MIT); Amanda Nguyen (UCLA)  
Fall 2009: Matthew Leister (Berkeley); Jonathan Leung (USC); William Leung (UCSD); Young Rao (Yale); Sharmini Radakrishnan (Cornell); Patrick Sun (Columbia); Thomas Winberry (Princeton); Tom Zimmermann (Harvard)  
Fall 2008: Scott Baker (Stanford), Maya Rossin (Columbia), Anitha Sivasankaran (Harvard)  
Fall 2007: Thomas Barrios (Harvard), Monica Deza (Berkeley), Charles Lin (UCSD), Chencan Ouyang (U. Pennsylvania), James Zuberi (Berkeley)  
Fall 2006: Tatyana Deryugina (MIT), Rebbecca Reed-Arthurs (Davis)  
Fall 2005: Dan Acland (Berkeley); Fang He (Columbia), Liya Zhu (Chicago)  
Fall 2004: Alice Hsiaw (Princeton), Matthew Johnson (Yale), Hodad Naderi (Chicago GSB)

### **PRESENTATIONS AND DISCUSSIONS (LAST 5 YEARS)**

2017 (includes planned presentations): University of Chicago; CEPR Conference in Labor Economics; NBER Summer Institute on Productivity/Innovation; Princeton University; Harvard University; MIT; ASSA Meetings, Chicago (Discussant).

2016: NBER Fall Meeting, Labor Studies; UCLA (Anderson School); NBER Summer Institute on Personnel Economics; EWEBE Conference, Cologne; University of California, Berkeley; Frankfurt University; Statale University, Milan; Central European University, Budapest; University of Pennsylvania (Wharton); Pompeu Fabra University, Barcelona; CREST, Paris; Bonn University; ASSA Meetings, San Francisco (Discussant).

2015: Conference on Behavioral Political Economy (NYU-Abu Dhabi); London School of Economics; University of Munich; University of Zurich; University of Bonn; IZA (Bonn); University of Mannheim; Carnegie Mellon University; ThalerFest, Chicago; Conference on Political Economy, Berkeley; RSF-Sloan Workshop on "Behavioral Labor Economics"; University of Chicago; University of Chicago (Booth); POWER Energy Conference (Berkeley, Discussant); NBER Industrial Organization Spring Meeting (Discussant); UC Berkeley Haas; ASSA Meetings, Boston (Discussant).

2014: NYC Seminar on the Economics of the Media; CEPA Conference on Behavioral Health Economics (Berkeley, Discussant); NBER Political Economy Fall Meeting (Discussant); Northwestern University (Kellogg); RAND BeFi Conference; Bocconi University; EIEF (Rome); NBER Summer Institute, Labor Studies; NBER Summer Institute, Political Economy; Behavioral

Economics Annual Meeting; Experimental Behavioral Economics Conference (UCSB); ASSA Meetings, Philadelphia (Discussant).

2013: RSF-Sloan Working group on Behavioral Economics and Consumer Finance; Stanford University; Society of Experimental Social Psychology (Berkeley); NBER Behavioral Finance Fall meeting (Discussant); London School of Economics; Warwick University; UCSC; Simon Fraser University (BC); University of British Columbia; SITE, Psychology and Economics; UCLA (Anderson School); NBER Summer Institute, Political Economy; University of Bonn (Germany); Conference on Politics and the Media, Princeton; University of Chicago (Harris School); Harvard University (Kennedy School of Government); Conference on Media Economics (EUI, Florence); University of Toronto; ASSA Meetings, San Diego (Discussant).

**PERSONAL**

Born on 6/19/1973.

Married to Ulrike Malmendier, with three sons (Alexander, Lucas, and Thomas).