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Harvard University
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EXPERIENCE

- Department of Economics, Wesleyan University (Middletown, CT)* 1999-
Assistant Professor of Economics
Tutor, *College of Social Studies*
- Institute for Advanced Study (Princeton, NJ)* 2005-06
Visiting Member, *Psychology and Economics*
- H&SS Division, California Institute of Technology (Pasadena, CA)* 1998-99
Visitor in Economics
- Economics Department, Massachusetts Institute of Technology (Cambridge, MA)* 1995-98
Teaching and Research Assistant

EDUCATION

- Massachusetts Institute of Technology (Cambridge, MA)*
Ph.D., Economics
Thesis: "What Makes the Money Go Round?"
- Northwestern University (Evanston, IL)*
M.A., Economics
B.A. (with honors), Economics and the Mathematical Methods
in the Social Sciences

AFFILIATIONS

- Center for Behavioral Economics and Decision-Making, Federal Reserve Bank of Boston* 2006-
Visiting Scholar
- The Institute for Quantitative Social Science, Harvard University, (Cambridge, MA)* 2005-
Visiting Scholar
- Center for Basic Research in the Social Sciences, Harvard University, (Cambridge, MA)* 2003-05
Visiting Scholar
- National Bureau of Economic Research, (Cambridge, MA)* 2003
Visiting Scholar
- Universidad Nacional de Tucumán, (Tucumán, Argentina)* 2003
Visiting Professor

PUBLICATIONS

“Community Size and Network Closure” (with Hunt Allcott, Dean Karlan, Markus Mobius and Adam Szeidl), *American Economic Review Papers & Proceedings*, May 2007

“Why Beauty Matters” (with Markus Mobius), *American Economic Review*, March 2006

“Getting Closer or Drifting Apart” (with Markus Mobius), *The Quarterly Journal of Economics* August 2004

“Cooperation and Indirect Exchange: an Experimental Investigation” (with Benjamin Landis, Markus Mobius and Ethan Scherer), *Proceedings of the 2002 North American Summer Meetings of the Econometric Society: Economic Theory*, edited by David K. Levine, William Zame, Lawrence Ausubel, Pierre-Andre Chiappori, Bryan Ellickson, Ariel Rubinstein and Larry Samuelson, <http://www.dklevine.com/proceedings/economic-theory.htm>

WORKING PAPERS

Social Networks:

“Measuring Trust in Peruvian Shantytowns” (with Dean Karlan and Markus Mobius), last version September 2007

“Directed Altruism and Enforced Reciprocity in Social Networks” (with Stephen Leider, Markus Mobius and Quoc-Anh Do), last version September 2007, revise and resubmit at *The Quarterly Journal of Economics*

“Social Learning and Consumer Demand” (with Markus Mobius and Paul Niehaus), last version June 2007

“Social Networks and Vaccination Decisions” (with Markus Mobius and Neel Rao), last version September 2007

“Formation of Social Capital: An Experiment” (with Markus Mobius), last version September 2004

“The Process of Ghetto Formation: Evidence from Chicago” (with Markus Mobius), last version July 2006

Experimental Labor Markets:

“Gender Differences in Response to Performance Feedback”, (with Markus Mobius, Paul Niehaus and Muriel Niederle), last version September 2007

“Physical Attractiveness and Communication in Dictator Games”, last version July 2006

Game Theory:

“Sequential Move Games with Information Costs”, last version December 2005

Money:

“Debasement Puzzle and Monetary Transition” (based on Ch. 2 of Ph.D. Thesis), last version November 2003

“On the Transition Between Monetary Regimes”, last version September 2001

“The Institution of Money” (based on Ch. 2 of Ph.D. Thesis), last version April 2001

“From Amber to Zappozats: the Salient Characteristics of Money” (based on Ch. 1 of Ph.D. Thesis), last version October 2000

“Electronic Money” (based on Ch. 3 of Ph.D. Thesis), last version May 1999

Classroom Experiments:

“Double Marginalization: A Classroom Experiment” (with Narine Badasyan, Jacob Goeree, Monica Hartmann, Charles Holt, John Morgan, Maros Servatka, Dirk Yandell), last version February 2005

“The Basics of International Trade: A Computer Experiment” (with Alberto Isgut and Ganesan Ravishanker), last version March 2005,
http://www.aeaweb.org/annual_mtg_papers/2006/0108_0800_1204.pdf

WORK IN PROGRESS

Social Networks:

“Trust and Social Networks: A Field Experiment in Peruvian Shantytowns” (with Dean Karlan and Markus Mobius)

“Social Networks and Healthcare Decisions: Nutrition, Obesity and Flu Vaccination”

“Social Capital in Social Networks II” (with Markus Mobius and Stephen Leider)

“Influential Agents - Social Learning in the Lab”

“Social Networks and Fundraising” (with Dean Karlan)

“Social Network Measurement Techniques”

Experimental Labor Markets:

“Discrimination in Experimental Labor Markets”

“Confidence, Goals and Performance”

“Experimental Measures and Real Life Labor Market Outcomes” (with Muriel Niederle)

WORK DISCUSSED IN POPULAR PRESS

“Why Beauty Matters”: CNN (03/07), Slate (02/07), Financial Times (02/07), Baltimore Sun (11/06), Harvard Alumni Magazine (09/06), Seattle Times (07/06), The London Free Press (06/06), Courier Post (06/06), Des Moines Register (06/06), Quad-City Times (06/06), Salt Lake Tribune (06/06), WNPR (04/06), Tokyo FM Radio, Japan (04/06), Harvard Crimson (04/06), New York Times (04/06), The Regional Economist, St. Louis Fed (04/05), Baltimore Sun (01/04), Chicago Tribune (01/04), Boston Herald (02/04), Portsmouth Herald (02/04), Hartford Courant (03/04), Fortune (04/04), USA Today (04/04), Wesleyan Argus (04/04), Wesleyan Alumni Magazine (Spring 04)

“Experiments in the Classroom”: Wesleyan Alumni Magazine (Spring 02)

PRESENTATIONS

- “Gender Differences in Response to Performance Feedback”, Workshop in Behavioral Public Economics, University of Innsbruck (10/07), Federal Reserve Bank of Boston (06/07), 2006 North American ESA, Tucson, AZ (10/06), Institute for Advanced Study, Princeton (02/06)
- “Social Learning and Consumer Demand”, University of Michigan – Ann Arbor (11/06), 2006 North American ESA, Tucson, AZ (09/06), Federal Reserve Bank of Boston (09/06), BDRM, UCLA (06/06), Experimental Economics and Econometrics Conference, Northwestern University (04/06), Princeton University (04/06), University of California-Berkeley (02/06), Communications and Incentives Conference, University of California-Santa Barbara (02/06), Princeton University (04/06), Experimental Economics and Econometrics Conference, Northwestern University (04/06)
- “Measuring Trust in Social Networks in Peruvian Shantytowns”, 2006 North American ESA, Tucson, AZ (09/06), Institute for Advanced Study, Princeton (02/06), New York University (02/06), University of San Francisco (02/06), UConn-Wesleyan Research Conference (05/05), Russell Sage Foundation Trust Program Meeting (05/05), 2004 North American ESA Meetings, Tucson, AZ (11/04),
- “Social Capital in Social Networks”, 2007 European Econometric Society Meetings, Budapest, Hungary (08/07), 2007 International ESA Meetings, Rome, Italy (06/07), University of Arizona-Tucson (02/07), University of Michigan-Ann Arbor (11/06), New York University (02/06), University of Connecticut (03/05), Ringberg Workshop on Social Networks, Max Planck Institute, Germany (02/05), Texas A&M, College Station, TX (11/04), Columbia University, New York, NY (10/04), 2004 Stanford Institute in Theoretical Economics, Stanford University, Palo Alto, CA (08/04), 2004 North American Summer Meetings of the Econometric Society, Brown University, Providence, RI (06/04), 2004 International ESA Meetings, Amsterdam (06/04)
- “Formation of Social Capital: An Experiment”, Cambridge Colloquium on Complexity and Social Networks, Harvard University (05/04), 2003 North American Summer Meetings of the Econometric Society, Northwestern University, Evanston, IL (06/03), UConn-Wesleyan Research Conference, Wesleyan University, Middletown, CT (05/03)
- “Confidence and Beauty Premium in an Experimental Labor Market”, Harvard University (04/04), Wesleyan University (04/04), University of California – Berkeley (04/04), University of California – Santa Barbara (04/04), University of California – Santa Cruz (04/04), University of Zurich (12/03), NBER Summer Institute in Labor Economics (07/03), 2003 North American Summer Meetings of the Econometric Society, Northwestern University, Evanston, IL (06/03), 2002 European ESA Meeting, Universite Louis Pasteur, Strasbourg, France (09/02)
- “Information Purchase in the Battle of the Sexes Game: Theory Diverges from Experimental Play”, 2002 European ESA Meeting, Universite Louis Pasteur, Strasbourg, France (09/02)
- “Double Marginalization”, NSF Workshop on Classroom Experiments, Tucson, AZ (05/03), North American ESA Meeting Tucson, AZ (11/03)
- “Why Good Looks Matter?” 2001 International ESA Meeting, Universitat Pompeu Fabra, Barcelona, Spain (06/01), Clark University, (04/02), Wesleyan (08/01)
- “Cooperation and Indirect Exchange” 2001 International ESA Meeting, Universitat Pompeu Fabra, Barcelona, Spain (06/01), North American Summer Meeting of the Econometric Society, UCLA (06/02), Universidad Nacional de Tucumán, Argentina (09/02)
- “Getting Closer or Drifting Apart?” 2001 North American Summer Meeting of the Econometric Society, College Park, MD (06/01), Wesleyan (04/00)
- “The Institution of Money” Young Economists 4th Annual Conference, Amsterdam (04/99), MIT (04/98), Wesleyan (01/99), Wellseley (02/99), Emory (01/99), Board of Governors (01/99)
- “Electronic Money” MIT (9/98)

RELATED ACTIVITIES

- Conference on Implications of Behavioral Economics for Economic Policy (09/07)
- NBER Summer Institute 2007, Labor Studies (07/07)
- Conference on Intersections of Race and Gender in Economics, Williams College (04/05)
- Gender and Negotiation Research Seminar, KSG, Harvard University (10/04)

CSWEP-CeMENT Workshop for Junior Faculty, ASSA Meetings, San Diego (01/04)
NSF Workshop on Classroom Experiments, Tucson, AZ (05/03)
Conference on Field Experiments, Middlebury College (04/03)
Evolutionary Models of Economic and Social Behavior, Penn State University (04/03)
Behavioral and Experimental Workshop, Harvard University (2001-04)
2001 SED Meetings, Stockholm School of Economics, Stockholm, Sweden (06/01)
Arne Ryde Symposium, Lund University, Sweden (11/00, 08/99)
Workshop in Experimental Methods, CBRSS, Harvard University (05/00, 11/01, 05/01, 06/03, 11/03, 05/04, 03/05)
Visiting Young Faculty Workshop in Experimental Economics, University of Arizona (03/00)
Summer in Tel Aviv Conference in Game Theory (07/99)
Southern California Theory Conference (02/99)

Referee for *American Economic Review*, *The Quarterly Journal of Economics*, *Journal of Monetary Economics*, *Journal of Development Economics*, *Journal of Comparative Economics*, *Economic Journal*, *Journal of Economic Behavior and Organization*, *Economic Letters*, *Review of Economics and Statistics*, *Southern Economic Journal*, *Feminist Economics*, *NSF Grants*

Member: *AEA*, *ESA*, *Econometric Society*, *CSWEP*

HONORS/AWARDS

IFREE/ESL Fellowship in Experimental Economics
NSF Graduate Research Fellowship

GRANTS

National Science Foundation Grant 0527795 (\$266,619); Project: Experiments with Real-World Social Networks (2005-08)
Russell Sage Foundation Trust Program Grant (\$131,900); Project: Trust and Social Networks (2003-05)
Steven H. Sandell Grant from Center for Retirement Research at Boston College (\$20,000); Project: The Role of Social Networks in Retirement Savings Decisions (2003)
Wesleyan University Seed Grant in Experimental Economics (2001)
Experimental Economics Teaching Fund (2004)
Culpepper Grant for Advancement of Computing in the Classroom (2000)
Wesleyan Project Grants (Why Good Looks Matter, Cooperation and Indirect Exchange, the Role of Social Networks in Retirement Plan Decisions, Social Networks and Healthcare Decisions, Gender and Confidence)
Wesleyan Pedagogical Grants (Introduction to Economic Theory, Experimental Economics, History of Economic Thought)

COURSES

“Behavioral Economics”
“Experiments and Strategic Behavior”
“Topics in Research: Auctions, Social Networks and Economic Experiments”
“Introduction to Economic Theory”
“Macroeconomic Analysis”
“Senior Seminar in Macroeconomics”
“Topics in the History of Economic Thought”
“Principles of Macroeconomics”
“International Economics”
“Development Economics”

THESES DIRECTED

Hendrawan Kartika, "Great Expectations: Analysis of Online Competition" (2001, Economics)
Jeremy Abrams, "Lottery and the Poor" (2005, Economics)

RESEARCH APPRENTICESHIPS DIRECTED

Daniel Moger, "Expansion of the American Ghetto: Chicago, 1900-1960" (Summer 2001)
Tammy Pau, "Experimental Methods" (Fall 2001, Spring 2002)
Ben Brown and David Delcourt, "The Effects of Advertising and Social Interactions on Environmentally Responsible Consumption" (2004-05)

WESLEYAN UNIVERSITY SERVICE

Wesleyan ATR Panel on Student Laptops (11/06), WeSeminar – Homecoming (10/06), Educational Policy Committee (06-07), WeSeminars on the Road – Boston (05/06), Admissions Office WesFest Faculty Course (04/05), Fundraising for CSS Endowment Fund (05/03), Bowdoin, Middlebury, Wesleyan and Williams Project on Instructional Software Development (2002-2004), Learning Objects ITS Project – Ricardian Explorer (2001-2005), Coordinator of Economics Department Seminar Series (with Michael Hanson, 2001 – 02), Economics Department Search Committee (2000 – 01), Admissions Office Faculty Panel on Liberal Arts Education (04/01, 10/01, 11/01), Admissions Office Faculty Panel on Teaching at Wesleyan (10/01), CSS Admissions Interviews (2001), CSS Monday Lunch Series Presentation (2001), Commencement (2000, 2001, 2002, 2004, 2005), Academic Advisor (pre-major, Economics and CSS), University Scholarship Mentor (2004, 2005), Thesis Reader: Economics (2000, 2001, 2002, 2004), CSS (2001, 2002, 2004), Masters Thesis Committee: Psychology (2004, 2005), Yoga Instructor for Adult Fitness Program (2001), Yoga Instructor for WesWell Health Education Program (2001, 2002, 2004, 2005, 2006), Yoga Workshops for Student Groups (05/01, 11/01, 04/05)