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VITA

Name: John H. Kagel

Office: Department of Economics
Ohio State University
410 Arps Hall
Columbus, OH
Kagel.4@osu.edu
614-292-4182
614-292-4192 (FAX)

Home: 4393 Donington Rd.
Columbus, OH 43220

Education: B.A., Economics, Tufts University, 1964
M.P.I.A., Economic Development, University of Pittsburgh, 1966
M.S., Economics, Purdue University, 1968
Ph.D., Economics, Purdue University, 1970

Professional Interests:

Industrial Organization Theory
Auctions
Experimental Game Theory
Experimental Methods

Job Experience:

Teaching Assistant and Instructor, Purdue University, 1966-68
Assistant Professor - Professor, Texas A&M University, 1969 to 1982
National Fellow, Hoover Institution, 1981-82
Professor, University of Houston, 1982-1988
Cullen Professor of Economics, University of Houston, 1987-1988
Professor of Economics and Director of the Economics Laboratory, University of Pittsburgh,
1988-1999.
Fellow at the Center for Philosophy of Science, University of Pittsburgh, 1988-1999.
Professor of Business Administration, Graduate School of Business, University of
Pittsburgh, 1998-1999.
University Chaired Professor of Applied Microeconomics and Director of the Economics
Laboratory, Ohio State University, 1999-present.
Distinguished Chair in Economics, University of Siena (Fulbright Lecturer), Spring Quarter,
2002.

Research Grants:

National Science Foundation: "Interpretation Systems for Empirical Economic Theories with
Application to Theories of Consumer and Factor Demand," 1/1/71 - 9/30/77, with R.L.
Basmann and R.C. Battalio.

National Science Foundation: "Experimental Studies of Consumer Demand and Labor Supply

Behavior: Comparative Statics and Dynamical Adjustment Processes," 5/78 - 10/82, with R.C. Battalio.

National Science Foundation: "Experimental Studies of Individual Choice Behavior in Certain and Uncertain Contexts," 7/1/82 - 6/30/85, with R.C. Battalio.

Earhart Foundation: "Consumer Demand Theory and Animal Behavior," 1984-85.

National Science Foundation: "Information Impact and Information Processing in Common Value Auctions," 7/15/84 - 7/14/89, with D. Levin.

National Science Foundation: "Collaborative Research in Experimental Studies of Choice Behavior in the Presence of Incomplete Information," 8/15/85 - 8/15/90, with R. Battalio.

Sloan Foundation: "Judgmental Errors in Market Settings," 7/86 - 10/90, with D. Levin.

National Science Foundation: "Collaborative Research in Experimental Studies of Auction Markets and Markets with Asymmetric Information," 12/89 - 12/90, with Dan Levin.

Russell Sage Foundation: "The Winner's Curse in the Construction Industry and OCS Bidding," 11/89 - 11/91.

National Science Foundation: "Collaborative Research in Experimental Studies of Auction Markets," 8/91-8/93, with Dan Levin.

National Science Foundation: "Experimental Studies of Information Processing and Decision Making in Markets with Uncertainty and Asymmetric Information," 8/92 - 8/95.

National Science Foundation: "Collaborative Research on Multi-Unit Demand Auctions," with Dan Levin. 8/96-7/99.

National Science Foundation: "Experimental Studies of Incentive Effects, Expertise Effects, and Context Effects in Signalling Games," 8/98 - 7/01, with David Cooper.

National Science Foundation: "Acquisition of Network System for the Experimental Analysis of Economic Behavior," 9/97 - 8/00, with J. Ochs and A. Roth.

National Science Foundation: "Acquisition and Development of a New Computing Environment for the Department of Economics at University of Pittsburgh," 12/98 - 11/01, with H. Ichimura and J.F. Richard.

National Science Foundation: "Experimental and Theoretical Investigations of Auctions," 3/02 - 3/05, with Dan Levin.

National Science Foundation: "Econometric Analysis of Data from Laboratory Experiments: Endogeneity, Attrition, Subject Heterogeneity, and Interdependencies," 3/02-3/05, with John Ham.

National Science Foundation: "Collaborative Research on Electronic Auction Markets," 9/04 –

8/06, with Paul Milgrom and Ilya Segal.

National Science Foundation: “Collaborative Research on Team versus Individuals” 6/05-5/08, with Hal Arkes and David Cooper.

National Science Foundation: “Collaborative Research: Theory, Experiments and Empirical Methodology of Coalitional Bargaining: An Integrated Approach” 8/05-7/08 with Massimo Moreli and G. Frechette.

National Science Foundation: “Package Auctions” 10/09 – 9/11.

National Science Foundation: “Collaborative Research: Experimental Studies of Group Decision Making in strategic Environments” 7/09-6/12, with Hal Arkes and David Cooper.

National Science Foundation: “Collaborative Research: Team versus Individual Choices in Strategic Environments - Towards better understanding behavioral processes and increased “rationality” of team outcomes,” 10/12-12/16 with David Cooper.

National Science Foundation: “Collaborative Research: Individual and Team Behavior in Strategic Interactions” 8/16-7/19 with David Cooper.

National Science Foundation: “Collaborative Research: Individuals and Teams in Indefinitely Repeated Games” 8/20-7/23 with David Cooper

Awards:

Best 1973 Western Economic Journal Article Award "A Test of Consumer Demand Theory Using Observation of Individual Consumer Purchases," Western Economic Journal, Vol. 11, No. 4 (December 1973) with R.C. Battalio, et.al.

Chancellor’s Distinguished Research Award, University of Pittsburgh, 1997

Fellow of the Econometric Society, 2003

Distinguished Scholar Award, The Ohio State University, 2008.

Journal Publications:

a) In Economic Journals

1. "[Structure of Antebellum Southern Agriculture: South Carolina, A Case Study](#)," Agricultural History (January, 1970) with R.C. Battalio.
2. "[Token Economies and Experimental Economics](#)," Journal of Political Economy (July/August, 1972). Reprinted in Consumer Behaviour Analysis: Critical Perspectives (G. Foxall, ed.), Rutledge. (In press).
3. "[Comment on J.J. Siegfried's 'The Publishing of Economic Papers and Its Impact](#)

- on Graduate Faculty Ratings, 1960-1969'," Journal of Economic Literature, (March, 1973) with J. Hulett and R.C. Battalio.
4. "[A Test of Consumer Demand Theory Using Observations of Individual Consumer Purchases](#)," Western Economic Journal, Vol. 11, No. 4 (December, 1973) with R.C. Battalio, et.al.
 5. "Comment on R.P. Byron's 'The Restricted Aitken Estimation of Sets of Demand Relations'," Econometrica (March, 1973) with R.L. Basmann and R.C. Battalio.
 6. "An Experimental Investigation of Consumer Behavior in a Controlled Environment," Journal of Consumer Research, Vol. 1, No. 2 (1974) with R.C. Battalio, et.al.
 7. "[Experimental Studies of Consumer Demand Behavior Using Laboratory Animals](#)," Economic Inquiry, 13 (March, 1975), 22-38 with R.C. Battalio. Reprinted in brief in: Dolan, E.G., Basic Economics, Dryden Press, 1977; Reprinted in Price Theory, H. Townsend (ed.) Penguin Books (1st and 2nd eds.). Reprinted in Consumer Behaviour Analysis: Critical Perspectives (G. Foxall, ed.), Rutledge. (In press).
 8. "An Experimental Test of a Simple Theory of Aggregate Per Capita Demand Functions," Schweizerische Zeitschrift für Volkswirtschaft und Statistik (1976) with R.L. Basmann and R.C. Battalio.
 9. "[Job Choice and Total Labor Supply: An Experimental Analysis](#)," Southern Economic Journal, Vol. 44, No. 1 (July, 1977) with R.C. Battalio, R. Winkler and E.B. Fisher.
 10. "[Income Distributions in Two Experimental Economies](#)," Journal of Political Economy, Vol. 85 (Dec. 1977) with R.C. Battalio and M.O. Reynolds. Reprinted in brief in: Development Digest (1979).
 11. "A Note on the Distribution of Earnings and Output Per Hour in an Experimental Economy," Economic Journal, Vol. 88 (December 1978) with R.C. Battalio and M.O. Reynolds.
 12. "Volunteer Artifacts in Experiments in Economics: Specification of the Problem and Some Initial Data from a Small Scale Field Experiment," Research in Experimental Economics, Vol. 1 (1979) with R.C. Battalio and J. Walker.
 13. "Labor Supply Behavior of Animal Workers: Towards an Experimental Analysis," Research in Experimental Economics, Vol. 1 (1979) with R.C. Battalio and L. Green.
 14. "[Residential Electricity Demand: An Experimental Analysis](#)," Review of Economics and Statistics, Vol. 67 (May 1979) with R.C. Battalio. Reprinted in Evaluation Studies Annual Review, Vol. 5, E.W. Stromsdorfer and George Farkas (eds.), Sage Press (1980).

15. "[Marijuana and Work Performance: Results from an Experiment](#)," Journal of Human Resources, Vol. 15 (Summer, 1980) with R.C. Battalio.
16. "[Demand Curves for Animal Consumers](#)," Quarterly Journal of Economics, Vol. 66 (February, 1981), 1-15 with R.C. Battalio. (Lead paper for that issue.) Reprinted in Readings in Microeconomics, 3rd edition, H.M. Hochman & E. Saueracker (eds.). Molsby Pub. 1985.
17. "[Commodity Choice Behavior with Pigeons as Subjects](#)," Journal of Political Economy, Vol. 89 (Feb., 1981) with R.C. Battalio.
18. "[Income-Leisure Tradeoffs of Animal Workers](#)," American Economic Review, Vol. 71 (September, 1981) with R.C. Battalio.
19. "Effects of Information Presentation Format on Resource Use in Field Settings," Journal of Consumer Research, Vol. 11 (September, 1984) with R.A. Winnett.
20. "Consumption-Leisure Tradeoffs of Animal Workers: Effects of Increasing and Decreasing Marginal Wage Rates in a Closed Economy Experiment," Research in Experimental Economics, Vol. 3 (1985) with R.C. Battalio.
21. "[Animals Choices Over Uncertain Outcomes: Some Initial Experimental Results](#)," American Economic Review, Vol. 75 (Sept. 1985) with R.C. Battalio and D. MacDonald.
22. "Individual Bidder Behavior in First-Price Private Value Auctions," Economics Letters, Vol. 19 (1985) with D. Levin.
23. "Optimal Prices and Animal Consumers in Congested Markets," Economic Inquiry, Vol. 24 (April 1986) with R.C. Battalio and O.R. Phillips.
24. "The [Winner's Curse and Public Information in Common Value Auctions](#)," American Economic Review, Vol. 76 (December, 1986) with D. Levin. Reprinted in Recent Developments in Experimental Economics, vol 2 (J. Hey and G. Loomes, Eds), Edward Elgar, 1993. Reprinted in Negotiation, Decision Making and Conflict Management (Max Bazerman, ed.), Edward Elgar Publishing (in press).
25. "[Information Impact and Allocation Rules in Auctions with Affiliated Private Values: A Laboratory Study](#)," Econometrica, Vol. 55 (Nov. 1987) with D. Levin and R. Harstad.
26. "Tests of Competing Theories of Consumer Choice and the Representative Consumer Hypothesis," Economic Journal, Vol. 97 (Dec. 1987) with R. Battalio and G. Dwyer.
27. "[A Comparison of Naive and Experienced Bidders in Common Value Auctions: A Laboratory Analysis](#)," Economic Journal, Vol.99 (March, 1989) with D. Dyer

- and D. Levin. Reprinted in Recent Developments in Experimental Economics, vol 2 (J. Hey and G. Loomes, Eds), Edward Elgar, 1993.
28. ["First-Price Common Value Auctions: Bidder Behavior and the 'Winner's Curse',"](#) Economic Inquiry, Vol. 27 (April, 1989) with D. Levin.
 29. ["Resolving Uncertainty About Numbers of Bidders in Independent Private Value Auctions: An Experimental Analysis,"](#) RAND Journal of Economics, Vol. 20 (Summer, 1989), with D. Dyer and D. Levin.
 30. ["Testing Between Alternative Models of Choice Under Uncertainty: Some Initial Results,"](#) Journal of Risk and Uncertainty, Vol. 3 (1) (1990) with R. Battalio and J. Komain. Reprinted in Recent Developments in Experimental Economics, vol 1 (J. Hey and G. Loomes, Eds), Edward Elgar, 1993.
 31. ["Tests of 'Fanning Out' of Indifference Curves: Results from Animal and Human Experiments,"](#) American Economic Review, Vol. 80 (Sept. 1990) with R. Battalio and D. MacDonald.
 32. "Equilibrium Bid Functions for Auctions with Uncertain Numbers of Bidders," Economics Letters, (1990) with R. Harstad and D. Levin.
 33. ["Experimental Confirmation of the Existence of a Giffen Good,"](#) American Economic Review, Vol. 81 (Sept. 1991) with Ray Battalio and Carl Kogut.
 34. "Animals' Choices Over Uncertain Outcomes: Further Experimental Results," Economic Journal, Vol. 101 (Sept. 1991) with Ray Battalio and Don MacDonald. Reprinted in Recent Developments in Experimental Economics, vol 1 (J. Hey and G. Loomes, Eds), Edward Elgar, 1993.
 35. "The Winner's Curse and Public Information in Common Value Auctions: Reply," American Economic Review, Vol. 81 (March 1991) with Dan Levin. Reprinted in Recent Developments in Experimental Economics, vol 2 (J. Hey and G. Loomes, Eds), Edward Elgar, 1993.
 36. "Comment on Harrison versus Cox, Smith and Walker: 'Theory and Misbehavior in First-Price Auctions,'" American Economic Review, Vol. 82 (Dec., 1992) with Al Roth.
 37. ["Independent Private Value Auctions: Bidder Behavior in First, Second and Third Price Auctions with Varying Numbers of Bidders,"](#) Economic Journal, Vol. 103 (July, 1993) with Dan Levin.
 38. ["An Experimental Study of Reputation Effects in a Chain Store Game,"](#) with Y.J. Jung and Dan Levin, The RAND Journal of Economics, Vol 25, 1994.
 39. "Learning in Common Value Auctions: Some Initial Observations," Journal of Economic Organization and Behavior, Vol 25 (1994) with Susan Garvin.

40. "The Effect of Biases in Probability Judgements on Market Prices," Accounting, Organizations and Society (1994) with D. Moser and A. Ganguly.
41. "[Comparative Static Effects of Number of Bidders and Public Information in Second-Price Common Value Auctions](#)," International Journal of Game Theory Vol 24 (1995) with D. Levin and R. Harstad.
42. "Cross-game Learning: Experimental Evidence from First-Price and English Common Value Auctions," Economics Letters, Vol. 49 (1995).
43. "[Revenue Effects and Information Processing in English Common Value Auctions](#)," American Economic Review, Vol. 86 (3) (1996) with D. Levin and J.F. Richard.
44. "['Fairness' in Ultimatum Games with Asymmetric Information and Asymmetric Payoffs](#)," Games and Economic Behavior, Vol. 13 (1996) with C. Kim and D. Moser.
45. "[Bidding in Common Value Auctions: How the Commercial Construction Industry Corrects for the Winner's Curse](#)," Management Science, Vol.42 (1996) with Doug Dyer.
46. "Second-Price Auctions with Asymmetric Payoffs," Journal of Economics and Management Strategy 6 (1997) with Chris Avery.
47. "[Adaptive Learning versus Equilibrium Refinements in an Entry Limit Pricing Game](#)," Economic Journal 107 (May 1997) with D. Cooper and S. Garvin.
48. "[Signalling and Adaptive Learning in an Entry Limit Pricing Game](#)," RAND Journal of Economics 28 (4), 1997, with David Cooper and Susan Garvin.
49. "The Winner's Curse and Public Information in Common Value Auctions: Reply," American Economic Review, Vol 89, 1999. with C. Campbell and D. Levin.
50. "[Common Value Auctions with Insider Information](#)", Econometrica, Vol 67 (5), 1999 with D. Levin.
51. "[Gaming Against Managers in Incentive Systems: Experimental Results with Chinese Students and Chinese Managers](#)," American Economic Review, Vol 89, 1999, with D. Cooper, W. Lo and Q. Gu.
52. "[The Dynamics of Reorganization in Matching Markets: A Laboratory Experiment Motivated by a Natural Experiment](#)" Quarterly Journal of Economics, Vol CXV, 2000, with A. Roth.
53. "Do Asset Markets Reflect Traders' Judgement Biases," Journal of Risk and Uncertainty, Vol 20, 2000, with A. Ganguly and D. Moser

54. [“Behavior in Multi-Unit Demand Auctions: Experiments with Uniform Price and Dynamic Vickrey Auctions,”](#) *Econometrica*, Vol 69, 2001, with Dan Levin.
55. [“Super-Experienced Bidders in First-Price Common Value Auctions: Rules of Thumb, Nash Equilibrium Bidding, and the Winner’s Curse,”](#) *Review of Economics and Statistics*, Vol 83, 2001, with J. F. Richard.
56. [“Tests of Fairness Models Based on Equity Considerations in a Three-Person Ultimatum Game,”](#) *Journal of Experimental Economics*, Vol 4, 2001, with Katherine Wolfe.
57. [“Partial Gift Exchange in an Experimental Labor Market: Impact of Subject Population Differences, Productivity Differences and Effort Requests on Behavior,”](#) *Journal of Labor Economics*, Vol 20, 2002, with Lynn Hannan and Don Moser.
58. [“Randomization, Endogeneity and Laboratory Experiments: The Role of Cash Balances in Private Value Auctions,”](#) *Journal of Econometrics*, vol 125, 2005 with John Ham and Steven Lehrer.
59. [“The Impact of Meaningful Context on Strategic Play in Signalling Games,”](#) *Journal of Economic Behavior and Organization*, Vol 50 (3), 2003, with D. Cooper.
60. [“Bargaining in Legislatures: An Experimental Investigation of Open versus Closed Amendment Rules.”](#) *American Political Science Review*, Vol 97, 2003, with Guillaume Frechette and Steven Lehrer.
61. [“Lessons Learned: Generalizing Learning Across Games,”](#) *American Economic Review*, Vol 93, 2003 with David Cooper.
62. [“How Robust is Laboratory Gift Exchange?”](#) *Experimental Economics*, Vol 7, 2004 with G. Charness and G. Frechette.
63. [“Nominal Bargaining Power, Selection Protocol, and Discounting in Legislative Bargaining,”](#) *Journal of Public Economics*, vol 89, 2005 with G. Frechette and M. Morelli.
64. [“Almost Common Value Auctions Revisited,”](#) *European Economic Review*, vol. 49, July 2005 with Dan Levin.
65. “Multi-Unit Demand Auctions with Synergies: Behavior in Sealed-Bid versus Ascending-Bid Uniform-Price Auctions,” *Games and Economic Behavior*, 53, 2005, with Dan Levin.
66. [“Are Two Heads Better than One? Team versus Individual Play in Signaling Games,”](#) *American Economic Review*, vol 95 (3), 2005, pp 477-509 with David Cooper (lead article for the June issue of the Review).

67. [“Gamson’s Law versus Non-Cooperative Bargaining Theory,”](#) Games and Economic Behavior, vol. 51 (2), May 2005, with G. Frechette and M. Morelli.
68. [“Behavioral Identification in Coalitional Bargaining: An Experimental Analysis of Demand Bargaining and Alternating Offers,”](#) Econometrica, vol 73 (6), November 2005, with G. Frechette and M. Morelli.
69. [“Gender Effects in Private Value Auctions,”](#) Economic Letters, vol 92, 2006, with J. Ham.
70. [“Survival Auctions” Economic Theory,](#) vol 33, 2007, with Svetlana Pevnitskaya and Lixin Ye.
71. [“Selection Bias, Demographic Effects and Ability Effects in Common Value Auction Experiments,”](#) American Economic Review vol 97, 2007, with Marco Casari and John Ham.
72. [“Learning and Transfer in Signaling Games”](#) Economic Theory, vol 34, 2008 with David Cooper.
73. [“Indicative Bidding: An Experimental Analysis”](#) Games and Economic Behavior vol 62, 2008, with Svetlana Pevnitskaya and Lixin Ye.
74. [“Almost Common Value Auctions: An Experiment”](#) Journal of Economics and Management Strategy, vol 17, pp 1041-1058, 2008, with Susan Rose.
75. [“Behavior in a Simplified Stock Market: The Status Quo Bias, the Disposition Effect and the Ostrich Effect,”](#) Annals of Finance, vol 5, 2009, with Alex Brown.
76. [“Implementing Efficient Multi-Object Auction Institutions: An Experimental Study of the Performance of Boundedly Rational Agents,”](#) Games and Economic Behavior, vol 66, 2009, with Dan Levin.
77. [“The Role of Context and Team Play in Cross-Game Learning”](#) Journal of the European Economic Association, vol 7 (5): pp 1101-1139, 2009, with David Cooper.
78. [“Information Exchange in Group Decision Making: The Hidden Profile Problem Reconsidered”](#) Management Science, vol 55, pp 568-581, 2009, with John Lightle and Hal Arkes.
79. [“Equilibrium Selection in Signaling Games with Teams: Forward Induction or Faster Adaptive Learning?”](#) Research in Economics, vol 63, 2009, with David Cooper.
80. [“Minimum Wage Restrictions and Employee Effort in Incomplete Labor Markets: An Experimental Investigation”](#) Journal of Economic Behavior and Organization, vol 73, pp 317-326, 2010, with Mark Owens.
81. [“Veto Power in Committees: An Experimental Study”](#) Experimental Economics, vol 13, pp 167-188, 2010, with Hankyoung Sung and Eyal Winter.

82. "[Ascending Prices and Package Bidding: A Theoretical and Experimental Analysis](#)" AEJ: Microeconomics, vol 3, pp 160-185, 2010, with YC Lien and Paul Milgrom. (Short listed for best AEJ: Micro paper in 2010.)
83. "[Asymmetric Auctions with Resale: An Experimental Study](#)" Journal of Economic Theory, vol 146, pp 359-371, 2011, with Sotiris Georganeous.
84. "[Learning from Peers in Signaling Game Experiments](#)" Journal of Applied Econometrics, vol 27, 2012, pp 1037-58, with Xiaodong Liu and Lung-Fei Lee.
85. "[Simultaneous versus Sequential Information Processing](#)," Economic Letters, vol 112, pp 16-18, 2011 with Dan Levin and Ross Hoffman.
86. "[Pork Versus Public Goods: An Experimental Study of Public Good Provision Within a Legislative Bargaining Framework](#)" Economic Theory vol 49, pp 779-800, 2012 with Guillaume Frechette and Massimo Morelli.
87. "[Coalition formation in a Legislative Voting Game](#)" AEJ: Microeconomics, 2013, vol 6 (1), pp. 182-204, with Nels Christiansen and Sotiris Georganeous.
88. "[How Economic Rewards Affect Cooperation Reconsidered](#)" Economic Letters, 2013, vol 121, pp 124-127 with Dan Schley.
89. "[Theoretical and Experimental Analysis of Auctions with Externalities](#)" Games and Economic Behavior, 2013, Vol 82, Nov., pp269-29, with Youxin Hu and Lixin Ye.
90. "[Ascending Prices and Package Bidding: Further Experimental Analysis](#)," Games and Economic Behavior, 2014, vol 85, May, pp. 210-231, with Yuanchaun Lien and Paul Milgrom.
91. "[Personality and Cooperation in Finitely Repeated Prisoner's Dilemma Games](#)," Economic Letters, 2014, vol 124, pp. 274-77, with Peter McGee
92. "[Legislative Bargaining in Teams](#)," Games and Economic Behavior, 2015, vol 93, pp 117-127 with Anthony Bradfield.
93. "[Communication in Legislative Bargaining](#)," Journal of the Economic Science Association, 2015, vol 1(1), pp. 59-72 with Andrzej Baranski.
94. "[Team versus Individual Play in Finitely Repeated Prisoner Dilemma Games](#)," AEJ: Microeconomics, 2016, vol 8 (2), pp 253-276 with Peter McGee.
95. "[A Failure to communicate: An Experimental Investigation of the Effects of Advice on Strategic Play](#)," European Economic Review, 2016, vol 82, pp. 24-45 with David Cooper.
96. "[The Role of Cognitive Ability, Personality Traits and Gender in Gift Exchange Outcomes](#)" Experimental Economics, 2018, 21 (3), 650-672, with Emel Feliz-Ozbay, John Ham and Erkut Ozbay.

97. "[Effects of a Management – Labor Context and Team Play on Ultimatum Game Outcomes](#)" Southern Economic Journal, 2017, 83 (4), 829-1097, with Hal Arkes and Dimitry Mezhvinsky.
98. "Cooperation Through Communication: Teams and Individuals in Finitely Prisoner Dilemma Games" Journal of Economic Behavior and Organization, 2018, 146, 55-64
99. "Reference Point Effects in Legislative Bargaining: Experimental Evidence" Experimental Economics, 2019, 22 (3), 735-52, with Nels Christiansen.
100. "An experimental study of the generalized second price auction" International Journal of Industrial Organization, 2019, 63, 44-68 with Jinsoo Bae.
101. "Teams Promise But Do Not Deliver", Games and Economic Behavior, 2019, 117, 420-32 with Kirby Nielsen, Puja Bhattacharya, and Arjun Sengupta
102. "The Effects of Pre-Play Communication in a Coordination Game with Incomplete Information" Journal of Economic Behavior and Organization, 2020, 176, 403-15. with Youxin Hu, John H. Kagel, Huanxing Yang and Lan Zhang.
103. "Using Team Discussions to Understand Behavior in Indefinitely Repeated Prisoner's Dilemma Games" AEJ: Micro (in press).
104. "Selling Shares to Budget Constrained Bidders: An experimental study of the proportional share auction" Journal of the Economic Science Association, 2022, 8 (1-2), 45-55, with Jinsoo Bae.

b) In Psychology and Biology Journals

1. "[Behavioral Economics: Areas of Cooperative Research Between Economics and Applied Behavioral Analysis](#)," Journal of Applied Behavioral Analysis (Fall, 1972) with R.C. Winkler.
2. "[The Effects of Monetary Rebates, Feedback and Information on Residential Electricity Conservation](#)," Journal of Applied Psychology, Vol 63 (1978) with R.C. Battalio, R. Winett, and R. Winkler.
3. "Implications for Concepts of Psychology of Studies of Economic Principles in Behavior Therapy Programs," The Journal of Nervous and Mental Disease, Vol 166, No. 3 (1978) with E.B. Fisher, et.al.
4. "Economic Perspectives in Behavior Therapy: Relevance to Interdependencies and Overjustification Effects in Token Economies," Behavior Therapy, 9 (1978) with E.B. Fisher, et.al.
5. "[Substitutability in Time Allocation](#)," Psychological Review, 87 (1980) with H. Rachlin and R.C. Battalio.
6. "[Maximization Theory in Behavioral Psychology](#)," The Behavior and Brain

Sciences, 4 (September, 1981) with H. Rachlin.

7. "Maximizing vs. Matching: Comments on Prelec's Paper," Psychological Review 90, (Oct. 1983).
8. "[Bliss points vs. Minimum Needs: Tests of Competing Motivational Hypotheses](#)," Behavioural Processes, 11 (1985).
9. "When Foragers Discount the Future: Constraint or Adaptation?" Animal Behaviour, 34 (1986) with T. Caraco and L. Green.
10. "Risk Aversion in Rats (*Rattus norvegicus*) Under Varying Levels of Resource Availability," Journal of Comparative Psychology, 100 (1986) with D. McDonald, R. C. Battalio, Steven White, and L. Green.
11. "Consumption Leisure Tradeoffs in Pigeons: Effects of Changing Marginal Wage Rates by Varying Amount of Reinforcement," Journal of the Experimental Analysis of Behavior, 47 (1987) with L. Green and R. C. Battalio.

Books:

Common Value Auctions and the Winner's Curse. Princeton University Press (2002).

The Handbook of Experimental Economics, co-edited with A. Roth, Princeton University Press, 1995.

The Handbook of Experimental Economics, vol 2, co-edited with A. Roth, Princeton University Press, 2016.

Economic Choice Theory: An Experimental Analysis of Animal Behavior, Cambridge University Press, 1995, with Ray Battalio and Len Green.

Advances in Behavioral Economics, Vol. 1, co-edited with L. Green, Ablex Publishing Co., 1987.

Advances in Behavioral Economics, Vol. 2, co-edited with L. Green, Ablex Publishing Co., 1990.

Advances in Behavioral Economics, Vol. 3, Co-edited with L. Green, Ablex Publishing Co., 1996.

The Handbook of Experimental Economics, vol 2 co-editor with A. Roth, Princeton University Press (2016)

Conference Proceedings and Contributions to Books:

1. "Experimental Studies of Consumer Demand Behavior: Towards a Technology of Making the Slutsky-Hicks Theory Technologically Applicable to Individual Behavior," in Advances in Consumer Research, Vol. II (1974) (Proceedings of the Association for Consumer Research).
2. "Methodological and Conceptual Issues in Testing Economic Theory of Consumer Demand in a Token Economy," in C.G. Miles (ed) Experimentation in Controlled Environments and Its Implications for Economic Behavior and Social Policy Making. Toronto, Canada: Addiction Research Foundation (1975) with R.C. Winkler, et.al.
3. "The Effects of Cannabis and Negotiated Wage Rate Changes on Income and Job Performance in an Experimental Token Economy," in C.G. Miles (ed) Experimentation in Controlled Environments and Its Implications for Economic Behavior and Social Policy Making. Toronto, Canada: Addiction Research Foundation (1975) with R.C. Battalio, et.al.
4. "Analysis of Individual Behavior in Controlled Environments: An Economist's Perspective," in C.G. Miles (ed) Experimentation in Controlled Environments and Its Implications for Economic Behavior and Social Policy Making. Toronto, Canada: Addiction Research Foundation (1975) with R.C. Battalio, et.al.
5. "Income, Consumption and Saving in Controlled Environments: Further Economic Analysis," in C.G. Miles (ed) Experimentation in Controlled Environments and Its Implications for Economic Behavior and Social and Policy Making. Toronto, Canada: Addiction Research Foundation (1975) with R.C. Battalio, et.al.
6. "Household Demand Responsiveness to Peak Use Pricing: Implications Drawn From Experimental Studies of Consumer Demand Behavior of Both Humans and Animals," in Proceedings of Third Annual UMR-MEC Conference on Energy (1976) with R.C. Battalio.
7. "Economic Demand Theory and Psychological Studies of Choice," in Bower(ed) The Psychology of Learning and Motivation, Vol. 10 Academic Press: New York (1976) with H. Rachlin, et.al.
8. "Token Economy and Animal Models for the Experimental Analysis of Individual Economic Behavior," in J. Kmenta and J. Ramsey (eds.) Evaluation of Econometric Models. Academic Press: New York (1980) with R.C. Battalio.
9. "Consumer Demand Theory Applied to Choice Behavior of Rats," in Limits to Action: The Allocation of Individual Behavior, ed. J.E.R. Staddon, Academic Press (1980) with R.C. Battalio.
10. "Ratio Schedules of Reinforcement and Their Relationship to Economic Theories of Labor Supply," in Harvard Symposium on Quantitative Analysis of Operant Behavior, Vol. 2; Matching and Maximizing, M. Commons, R.J. Herrnstein and H. Rachlin (eds.). Ballinger, Harvard Univ. Press (1982).

11. "Tests of Some Alternative Theories of Individual Choice Behavior," in D.J. Slotje (ed.), Advances in Econometrics, Vol. 5, JAI Press, 1986.
12. "Intertemporal Choice Behavior: Evaluation of Economic and Psychological Models," in L. Green and J.H. Kagel (eds.), Advances in Behavioral Economics, I, Norwood, NJ: Ablex Publishing, 1987.
13. "Economics According to the Rats (and Pigeons too): What Have We Learned and What Can We Hope to Learn?" in A. Roth (ed.), Laboratory Experiments in Economics: Six Points of View, Cambridge University Press (1987).
14. "Learning in Common Value Auctions," in Modeling Bounded Rational Behavior in Experimental Games and Markets, R. Tietz, Wolf Albers, and R. Selten (eds.), Springer-Verlag 1988.
15. "Buyer's Bid Double Auction: Preliminary Experimental Results," in The Double Auction Market: Institutions, Theory and Evidence, D. Friedman, J. Gianakopolos, D. Lane and J. Rust (eds.). SFI Studies in Sciences of Complexity. Redwood City, CA: Addison Wesley, 1993.
16. "Auctions: A Survey of Experimental Research," in The Handbook of Experimental Economics, edited by J.H. Kagel and A.E. Roth, Princeton University Press, 1995. Reprinted in The Economic Theory of Auctions (P. Klemperer, ed.), Edward Elgar (2000).
17. "Economic Choice Theory and Animal Behavior," in Concepts, Theories, and Rationality in the Biological Sciences, edited by G. Wotiers and J. Lennox, University of Konstanz/Un. Pittsburgh Press, 1995.
18. "Animal Experiments in Economics" in The Elgar Companion to Consumer Research and Economic Psychology, P. Earl and S. Kemp (eds), Edward Elgar Publishing, Ltd. (2000).
19. "Common Value Auctions and the Winner's Curse: Lessons from the Economics Laboratory" in The Economics of Risk, J. A. Meyer (ed), Upjohn Institute (2003).
20. "Double Auction Markets with Stochastic Supply and Demand Schedules: Call Markets and Continuous Auction Trading Mechanisms," in Advances in Understanding Strategic Behaviour: Game Theory, Experiments, and Bounded Rationality: Essays in Honour of Werner Guth, Steffen Hick (ed), Palgrave (2004).
21. "Winner's Curse" in International Encyclopedia of Social Sciences, 2nd Edition, W. A. Darity (editor in chief) Macmillan Publishing (2007), with Dan Levin.
22. "Auctions: Experiments" in the New Palgrave Dictionary of Economics 2nd edition, Steven Durlauf and Lawrence Blume (eds), Palgrave Press (2008), with Dan Levin.

23. “Laboratory Experiments: The Lab in Relationship to Field Experiments, Field Data, and Economic Theory” in Methods of Modern Experimental Economics, G Frechette and A. Schotter (eds). Cambridge Un Press (2015).
24. “Other Regarding Preferences: A Survey” in The Handbook of Experimental Economics, vol 2, JH Kagel and AE Roth (eds) Princeton Un Press (2016). With David Cooper
25. “Auctions: A Survey of Experimental Research” in the Handbook of Experimental Economics, vol 2, JH Kagel and AE Roth (eds) Princeton Un Press (2016). With Dan Levin.
26. “Unraveling in Guessing Games: An Experimental Study” to appear in Reviews of Top 20 Papers in Experimental Economics, with Antonio Penta.

Professional Activities:

Editorial Boards: American Economic Review, 1989 - 1995
 Behaviour Analysis Letters, 1981-1983
 Journal of Experimental Economics, 1997-present.
 Management Science, 1999-2003
 AEJ Microeconomics, 2010 – 2021.

NSF Panel: Economics Fall 2007 – Fall 2009
 Decision Risk and Management Science, Spring 1997- Fall 1998.

Refereed for journals in economics, psychology, sociobiology, and corresponding divisions of the National Science Foundation, UK and Hong Kong versions of NSF.

Consulting:

Economic planning and analysis:
 H.E.W., Division of Dentistry, Manpower Planning
 United States Air Force, Human Resources Laboratory
 Solvay America (auctions)
 Tansco Pipeline (auctions)
 Munroe Consulting (deregulation of electricity markets)
 Reliant Energy (electricity procurement auctions)

Litigation/Expert Witness:
 McQuary & Tagaropolis Law Firm (personal damages cases)
 Reinhardt and Anderson Law Firm (anti-trust litigation cases)
 Attorney General of the State of Ohio (anti-trust division/anti-trust litigation)
 Savage, Krim, Simmons and Jones, LLC (attorney malfeasance case)
 Edward L. White, P. C. (class action – Oklahoma Turnpike Authority).
 WilmerHale (patent infringement)

Ohio Department of Medicaid

Executive Committee, Economic Science Association (a.k.a. Experimental Economics Association) (1986 - 1991).

President: Economic Science Association 2005-2007.

Invited Lectures at the FCC on Experimental Economics

Invited speaker at numerous colleges and universities around the world including Harvard, Stanford, UC-Berkeley, UCLA, UC-San Diego, University of Chicago, Purdue University, University of Iowa, Penn State University, University of Maryland, Michigan State University, Texas A& M University, University of Texas, University of Wyoming, Cal Tech, Colorado State University, University of Michigan, New York University, Tufts University, Virginia Tech, University of Virginia, SUNY Stony Brook, University of Arizona, Arizona State University, University of Rochester, Humbolt University (Berlin), University College London, ITEM (Mexico), Bonn University, LUISS (Rome), European University (Florence), University of Siena, University of Zurich, Copenhagen University, University of Pennsylvania, Florida State University, Georgia State University, Indiana University, University of Illinois, University of Pittsburgh, University of Michigan, CIRPEE (keynote speaker), Texas Experimental Association (keynote speaker), 2014 North American Meetings of the Economic Science Association (keynote speaker), University of Tokyo, 2019 CPMD (at UTS) workshop on Behavioral and Experimental Economics (keynote speaker).

PhD students: Dissertation Chair

Guillaume Frechette, 2002, New York University
 Mark Owens 2006 Middle Tennessee State University
 John Lightle 2008 Virginia Commonwealth University
 Nels Christiansen 2009 Trinity University
 Peter McGee 2011 University of Arkansas
 Andrejz Baranski 2014 NYU Abu Daby
 Dimitry Mezvinsky 2015 U. S. Justice Department
 Anthony Bradfield 2015 Ford Motor Company
 Puja Bhattacharya 2017 University of Arkansas
 Tanushree Jhunjunwala, 2017 Washington College
 Kirby Nielson, 2018 Cal Tech.
 Jinsoo Bae, 2020 S. Korea government
 Mir Adnan Mahmood, 4th year student.