

Department of Economics, University of Southern California
3620 S. Vermont Avenue, Los Angeles - CA 90089
Ph: (213)-740-8842 - Fax: (213)-740-8543
brocas@usc.edu - <http://www-rcf.usc.edu/~brocas/>

Nationality: French, US Permanent Resident.

Current Position

Department of Economics, UNIVERSITY OF SOUTHERN CALIFORNIA.
Professor, 2015-present.

Other Affiliations

Center for **Economic Policy Research (CEPR)**, London.
Research Fellow “Industrial Organization”, 2009-present (Research Affiliate 2000-2009).

Theoretical **REsearch in Neuroeconomic Decision-making (TREND)**.
Co-Director.

Los Angeles **Behavioral Economics Laboratory (LABEL)**.
Co-Director.

Institute for **Economic Policy Research (IEPR)**, University of Southern California.
Director.

Neuroscience **Graduate Program (NGP)**, University of Southern California.
Member, 2016-present.

Research Interests

Neuroeconomic Theory and Behavioral Economics,
Experimental Economics,
Industrial Organization, Auction Theory and Contract Theory.

Education

UNIVERSITY OF TOULOUSE, Toulouse, France.

1997- Ph.D in Economics. Supervisor: Pr. Jean-Jacques Laffont.
Thesis title: “Information, Regulation and Research and Development”.

1995- Diplôme Européen d’Etudes Quantitatives Approfondies.

1994- DEA D’Economie Mathématique et Econométrie (Master degree in Mathematical Economics & Econometrics).

1994- Magistère d’Economiste Statisticien (Master degree in Economics & Statistics).

1993- Maîtrise d’Econométrie (Bachelor degree in Econometrics).

Past Academic Appointments

Department of Economics, UNIVERSITY OF SOUTHERN CALIFORNIA.
Associate Professor, 2010-2015.

Department of Economics, UNIVERSITY OF SOUTHERN CALIFORNIA.
Assistant Professor, 2003-2010.

ECARES, FREE UNIVERSITY OF BRUSSELS.
Post-doctoral Researcher, 1997-2002.

Languages: French, English, and Spanish.

Teaching Experience

UNIVERSITY OF SOUTHERN CALIFORNIA, Department of Economics, Los Angeles, USA.
“Industrial Organization” and “Economic Policy Issues” (BA),
“Industrial Organization” and “Contracts, Organizations and Institutions” (MA)
“Auction Theory”, “Contract Theory” and “Experimental Economics” (Ph.D.)

COLUMBIA UNIVERSITY, Department of Economics, New York, USA.
“Industrial Organization” and “Economics of Uncertainty and Information” (BA).

COLUMBIA UNIVERSITY, Graduate School of Business, New York, USA.
“Managerial Economics” (MBA).

FREE UNIVERSITY OF BRUSSELS, Brussels, Belgium.
“Economics of R&D”, “Auction Theory”, and “Advanced Microeconomics” (Ph.D.)

NEW ECONOMIC SCHOOL, Moscow, Russia.
“Regulation and Contract Theory” (Ph.D.)

Professional Activities

Co-editor of the *Journal of Economics and Management Strategy*, 2010-present.

Member: Society for Neuroeconomics, American Economic Society, Economic Science Association, Committee for the Status of Women in the Economics Profession.

Co-organizer of the Conference

“Understanding cognition and decision making by children”, LABEL, IEPR, USC,
4/5 May 2017.

Co-organizer of the Conference

“Understanding cognition and decision making by children”, LABEL, IEPR, USC,
30/31 April 2016.

Co-organizer of the Conference

“Experimental Economics”, LABEL, IEPR, USC, 30/31 May 2014.

Organizer of the Inauguration of the Los Angeles Behavioral Economics Laboratory (LABEL), 9 November 2012.

Co-organizer of the Conference

“Experimental Economics”, LABEL, IEPR, USC, 18/19 May 2012.

Co-organizer and head of the scientific committee of the Conference
“New Challenges for Economic Decision-making: Biology, Neuroscience and Economic
Models”, TREND, IEPR, USC, 19/20 May 2011.

Co-organizer and head of the scientific committee of the Conference
“Neuroeconomics and the Law” USC, 14/15 May 2008.

Research advisor in the “Public Economics” Program for the Economics
Education and Research Consortium, Russia (EERC), 1999-2002.

Committee program member and chairman of the second CEPR-ECARES Conference
“Psychology and Economics” Brussels, 8/10 June 2001.

Committee program member and chairman of the first CEPR-ECARES Conference
“Psychology and Economics” Brussels, 9/11 June 2000.

Referee reports for *Econometrica*, the *Review of Economic Studies*, the *American Economic
Review*, the *American Economic Journal*, the *RAND Journal of Economics*, the *Journal of
Economic Theory*, *Games and Economic Behavior*, the *National Science Foundation*, the
European Economic Review, the *Journal of Public Economics*, the *Journal of Industrial
Economics*, the *Journal of Economics Behavior and Organization*, *Economic Journal*, the
International Journal of Industrial Organization, the *Journal of Economics and Management
Strategy*, *International Economic Review*, the *B.E. Journals in Economic Analysis & Policy*,
Economic Inquiry, the *Journal of Sports Economics*, the *European Journal of Political
Economy*, *Economie et Prévision*, *Annales d’Economie et de Statistique*, *Investigaciones
Economicas*.

Fellowships, Grants and Awards

National Institute on Drug Abuse, award R21 DA042272-01A1, “Neuroeconomics of sugars:
Glucose vs. fructose effects on reward signaling”, Co-I (M. Monterosso, K. Page) 2017-2019.

National Institute on Aging, award 1R21AG046917-01A1, “A neuroeconomic study of
choice consistency in aging”, PI (J. Monterosso, M. Mather, J. Carrillo), 2015-2018.

National Science Foundation grant SES 1425062, “Attentional lookups as a measure of
reasoning and motivation”, PI (J. Carrillo), 2014-2017.

Microsoft Corporation research grant, 2013-2014.

Zumberge Interdisciplinary Grant, USC, 2011.

Federal Communications Commission, Media Ownership Study, 2010-2011.

Lusk Center for Real Estate award, 2009-2010, 2011-2012.

Microsoft Corporation research grant, 2008-2009.

College Faculty Development awards, USC, 2007-2008, 2008-2009 and 2009-2010.

Van Omneslaghe Foundation fellowship, 2000.

European Commission TMR Network fellowship FMBI-CT 972479, 1999-2000.

European Commission TMR Marie Curie fellowship BICT 972479, 1997-1999.

French Ministry of Research doctoral scholarship, 1994-1997.

Publications

Publications in Scientific Journals

1. “Self awareness in time perception”,
Journal of Economic Behavior and Organization, forthcoming (with J. Carrillo and J. Tarraso).
2. “Stress induces contextual blindness in lotteries and coordination games”,
Frontiers in Behavioral Neuroscience, forthcoming (with, J. Carrillo and R. Kendall).
3. “Second-price common value auctions with uncertainty, private and public information: experimental evidence”,
Journal of Behavioral and Experimental Economics, **67**, 28-40, 2017 (with J. Carrillo and M. Castro).
4. “A Neuroeconomic Theory of Memory Retrieval”,
Journal of Economic Behavior and Organization, **130**, 198-205, 2016 (with J. Carrillo).
5. “The nature of information and its effect on bidding behavior: laboratory evidence in a first-price common value auction”,
Journal of Economic Behavior and Organization, **109**, 26-40, 2015 (with J. Carrillo and M. Castro).
6. “Imperfect Choice or Imperfect Attention? Understanding Strategic Thinking in Private Information Games”,
Review of Economic Studies, **81**, 944-970, 2014 (with C. Camerer, J. Carrillo and S. Wang).
7. “Resource allocation in the brain”,
Review of Economic Studies, **81(2)**, 501-534, 2014. (with R. Alonso and J. Carrillo).
8. “Countervailing incentives in allocation mechanisms with type-dependent externalities”,
Journal of Mathematical Economics, **50**, 22-33, 2014.
9. “Dual-process theories of decision-making: a selective survey”,
Journal of Economic Psychology, **41**, 45-54, 2014 (with J. Carrillo) .
10. “Selling an asset to a competitor”.
European Economic Review, **57**, 39-62, 2013.
11. “Optimal allocation mechanisms with type-dependent negative externalities”,
Theory and Decision, **75(3)**, 359-387, 2013.

12. “The neurobiology of opinions: can judges and juries be impartial?”,
Southern California Law Review, **86**, 421-448, 2013 (with J. Carrillo).
13. “Information processing and decision-making: evidence from the brain sciences
and implications for Economics”,
Journal of Economic Behavior and Organization, **83(3)**, 292-310, 2012.
14. “From perception to action: an economic model of brain processes”,
Games and Economic Behavior, **75(1)**, 81-103, 2012 (with J. Carrillo).
15. “Information gatekeepers: theory and experimental evidence”,
Economic Theory, **51(3)**, 649-676, 2012 (with J. Carrillo and T. Palfrey).
16. “Dynamic inconsistency and choice”,
Theory and Decision, **71(3)**, 343-364, 2011.
17. “Information acquisition and choice under uncertainty”,
Journal of Economics and Management Strategy, **18(2)**, 423-455, 2009 (with J. Carrillo).
18. “Theories of the mind”,
American Economic Review, Papers and Proceedings, **98(2)**, 175-80, 2008 (with J. Carrillo).
19. “The brain as a hierarchical organization”,
American Economic Review, **98(4)**, 1312-1346, 2008 (with J. Carrillo).
20. “Optimal choice of characteristics for a non-excludable good”,
RAND Journal of Economics, **39(1)**, 283-304, 2008.
21. “Influence through ignorance”,
RAND Journal of Economics, **38(4)**, 931-947, 2007 (with J. Carrillo).
22. “Designing auctions in R&D: optimal licensing of an innovation”,
Topics in Economic Analysis & Policy, **6(1)**, Article 11, 2006.
23. “Regulation under asymmetric information in water utilities”,
American Economic Review, Papers and Proceedings, **96(2)**, 62-66, 2006 (with K. Chan and
I. Perrigne).
24. “Multi-stage contracting with applications to R&D and insurance policies”
Journal of Public Economic Theory, **7(2)**, 317-346, 2005.
25. “A theory of haste” (lead article),
Journal of Economic Behavior and Organization, **56(1)**, 1-23, 2005 (with J. Carrillo).
26. “Entrepreneurial boldness and excessive investment”,
Journal of Economics and Management Strategy, **13**, 321-50, 2004 (with J. Carrillo).

27. “Optimal regulation of cooperative R&D under incomplete information”,
Journal of Industrial Economics, **52(1)**, 81-119, 2004.
28. “Do the ‘three-point victory’ and ‘golden goal’ rules make soccer more exciting?”,
Journal of Sports Economics, **5**, 169-185, 2004 (with J. Carrillo). Reviewed in *The New Scientist*, April 13, 2002)
29. “Endogenous entry in auctions with negative externalities”,
Theory and Decision, **54(2)**, 125-149, 2003.
30. “Vertical integration and incentives to innovate” (lead article),
International Journal of Industrial Organization, **21(4)**, 457-488, 2003.
31. “Les enjeux de la réglementation de la recherche et developpement”,
Revue d’Economie Politique, **113(1)**, 125-148, 2003.
32. “Rush and procrastination under hyperbolic discounting and interdependent activities”,
Journal of Risk and Uncertainty, **22(2)**, 141-164, 2001 (with J. Carrillo).
33. “The value of information when preferences are dynamically inconsistent”,
European Economic Review, **44**, 1104-1115, 2000 (with J. Carrillo).

Contributions to Collective Volumes

- “Information and self-control”, in I. Brocas and J. Carrillo eds, *The Psychology of Economic Decisions. Vol. 1: Rationality and Well-being*, 2003, *Oxford University Press*.
- “Commitment devices under self-control problems: a review”, with J. Carrillo and M. Dewatripont, in I. Brocas and J. Carrillo eds, *The Psychology of Economic Decisions. Vol. 2: Reasons and Choices*, 2004, *Oxford University Press*.

Volumes Edited

- *The Psychology of Economic Decisions. Vol. 1: Rationality and Well-being*, with Juan Carrillo, 2003, *Oxford University Press*.
(reviewed in the *Journal of Socio-Economics*, **32**, 711-720 (2003); *Economica*, **71**, 321-322 (May 2004); the *Journal of Economic Psychology*, **26**, 151-154, (2005); *Journal of Economic Behavior and Organization*, **58**, 444-447, (2005).)
- *The Psychology of Economic Decisions. Vol. 2: Reasons and Choices*, with Juan Carrillo, 2004, *Oxford University Press*.

Book

- Workbook to Accompany “Political Economics: explaining Economic Policy” (by T. Persson and G. Tabellini), with Micael Castanheira, Ronny Razin and David Stromberg, 2000, *MIT Press*.

Other Publications

- “Neuroeconomic Theory: Using Neuroscience to Understand the Bounds of Rationality”, with J. Carrillo, 2010, *VoxEU.org*.
- “A Study of Speculation: Do Economic Players Choose Based on Accurate Predictions of Others Decisions”, with C.F. Camerer, J. Carrillo and S.W. Wang, 2010, Research Brief, *LUSK Center for Real Estate, USC*.
- “A Theoretical Analysis of the Impact of Local Market Structure on the Range of Viewpoints Supplied”, with J. Carrillo and S. Wilkie, 2011, *FCC Media Study No. 9*.
- “Disciplining behavioral theories through brain-based models of decision-making”, with J. Carrillo, in P.H. Crowley and T.R. Zentall eds, *Comparative Decision Making*, 2013, *Oxford University Press*.
- “Strategic thinking in children and adolescents is determined by underlying network abilities”, with J. Carrillo, 2017, *VoxEU.org*.

Completed working papers

- “The Path to Equilibrium in Sequential and Simultaneous Games”, with J. Carrillo and A. Sachdeva.
- “Value Computation and Value Modulation: a Dual-Process Theory of Self-Control”, with J. Carrillo.
- “Sequential Auctions with Capacity Constraints: an Experimental Investigation”, with F.J. Otamendi and J. Carrillo.
- “Consistency in Simple vs. Complex Choices over the Life Cycle”, with N. Kodaverdian, J. Carrillo and D. Combs.
- “Risk Aversion in a Dynamic Asset Allocation Experiment”, with J. Carrillo, A. Giga and F. Zapatero.
- “Skewness seeking in a Dynamic Portfolio Choice”, with J. Carrillo, A. Giga and F. Zapatero.
- “How long is a minute?”, with J. Carrillo and J. Tarraso.
- “Value-Based Decision-Making: A New Developmental Paradigm” with J. Carrillo, D. Combs and N. Kodaverdian.
- “The Determinants of Strategic Thinking in Preschool Children”, with J. Carrillo.
- “Altruism and strategic giving in children and adolescents”, with J. Carrillo and N. Kodaverdian.
- “A Neuroeconomic Theory of (Dis)honesty”, with J. Carrillo.
- “A Neuroeconomic Theory of Mental Time Travel”, with J. Carrillo.
- “Social Strategic Ignorance in Children and Adults: Altruism and Selfishness”, with J.

Carrillo.

- “Strategic Thinking and Iterated Dominance in Young Children”, with J. Carrillo.
- “Heuristic to Bayesian: the Evolution of Reasoning from Childhood to Adulthood”, with J. Barash, J. Carrillo and N. Kodaverdian.

Research in progress

- “The development of rational thinking from Kindergarten to adulthood”, with J. Carrillo.
- “The development of coordination strategies children and adolescents”, with J. Carrillo.
- “Pressure, cognitive load and decision-making”, with R. Alonso and J. Carrillo.
- “Bundling Options in Value-Based Decision-Making: Attention, Calculation, and Working Memory”, with D. Combs, J. Melrose, J. Monterosso, N. Kodaverdian and J. Carrillo.
- “The development of deceptive behavior in mixed strategy games”, with J. Carrillo.
- “Learning to play mixed strategies”, with J. Carrillo.
- “Contracting without participation constraint”.
- “Shaming as an incentive mechanism against stealing”, with J. Carrillo and M. Montgomery.
- “A neuroeconomic study of choice consistency in aging”, with J. Carrillo, M. Mather, J. Melrose, J. Monterosso and K. Zyuzin.

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