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Nationality: French, US Permanent Resident.

Current Position

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

Other Affiliations

Center for **E**conomic **P**olicy **R**esearch (**CEPR**), London.
Research Fellow “Industrial Organization”, 2009-present (Research Affiliate 2000-2009).
Theoretical **RE**search in **N**euroeconomic **D**ecision-making (**TREND**).
Co-director.
Institute for **E**conomic **P**olicy **R**esearch (**IEPR**), University of Southern California.
Researcher in the “Contract Theory and Industrial Organization” group.

Research Interests

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

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.
Assistant Professor, 2003-2010.
ECARES, FREE UNIVERSITY OF BRUSSELS.
Post-doctoral Researcher, 1997-2002.

Visiting Appointments

Department of Economics, UNIVERSITY OF CALIFORNIA, LOS ANGELES.
Visiting Scholar, 2006-2007.

Department of Economics, COLUMBIA UNIVERSITY.
Visiting Assistant Professor, 2002-2003.

Department of Finance and Economics, COLUMBIA BUSINESS SCHOOL.
Visiting Assistant Professor, 2001-2002.

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: American Economic Society, Economic Science Association, Committee for the Status of Women in the Economics Profession, Society for Empirical Legal Studies.

Co-organizer and head of the scientific committee of the Conference
“New Challenges for Economic Decision-making: Biology, Neuroscience and Economic Models”, 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

Zumberge Interdisciplinary Grant, USC, 2011.
Federal Communications Commission, Media Ownership Study, 2010-2011.
Lusk Center for Real Estate award, 2009-2010.
Microsoft Corporation research grant, 2008-2009.
College Faculty Development awards, USC, 2007-2008, 2008-2009 and 2009-2010.
Van Ommeslaghe 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.

Seminar and Conference Presentations (since 2001)

2011-2012 : University of California San Diego (Department of Cognitive Science)
2010-2011 : University of Alberta.
2009-2010 : University of Southampton, University of Edinburgh, Simon Fraser University, Conference on Empirical Legal Studies (USC Law School), The Australian National University, The University of New South Wales, Conference on Behavioral Economics (UC Santa Barbara), California Polytechnic State University.
2008-2009 : CSLP Symposium on Cognitive-Neuroscience and the Law (USC), Conference of the European Association for Research in Industrial Economics (Toulouse), Economic Science Association Conference (Washington DC), Stanford Institute for Theoretical Economics - 'Psychology and Economics' and 'Experimental Economics' segments (Stanford), Vanderbilt University, George Mason University, Hong Kong University, National University of Singapore.
2007-2008 : Emotion, Decision Making and the Brain Conference (USC), Conference on Neuroeconomics and the Law (USC), Arne Ryde Workshop on Neuroeconomics, University of California San Diego, University of California Davis.
2006-2007: Paris Sorbonne, University of California Los Angeles, University of Washington, University of Southern California.
2004-2005: Southwest Economic Theory Conference, Iowa State University, University of

Southern California, University of Pennsylvania, Conference in tribute to Jean-Jacques Laffont (Toulouse).

2003-2004: CEPR/WZB Conference on Economics and Psychology (Berlin), European Economic Association (Madrid), University of California Los Angeles, Marshall School of Business (USC), University of Southern California.

2002-2003: University of Southern California, Columbia University, Rutgers University, Hunter College, Rochester University.

2001-2002: North American Summer Meetings of the Econometric Society (Maryland), New York University, Columbia University, SUNY Buffalo, London Business School, INSEAD.

Publications

Publications in Scientific Journals

1. “From perception to action: an economic model of brain processes”,
Games and Economic Behavior, forthcoming (with J. Carrillo).
2. “Information gatekeepers: theory and experimental evidence”,
Economic Theory, forthcoming (with J. Carrillo and T. Palfrey).
3. “Dynamic inconsistency and choice”,
Theory and Decision, **71(3)**, 343-364, 2011.
4. “Information acquisition and choice under uncertainty”,
Journal of Economics and Management Strategy, **18(2)**, 423-455, 2009 (with J. Carrillo).
5. “Theories of the mind”,
American Economic Review, Papers and Proceedings, **98(2)**, 175-80, 2008 (with J. Carrillo).
6. “The brain as a hierarchical organization”,
American Economic Review, **98(4)**, 1312-1346, 2008 (with J. Carrillo).
7. “Optimal choice of characteristics for a non-excludable good”,
RAND Journal of Economics, **39(1)**, 283-304, 2008.
8. “Influence through ignorance”,
RAND Journal of Economics, **38(4)**, 931-947, 2007 (with J. Carrillo).
9. “Designing auctions in R&D: optimal licensing of an innovation”,
Topics in Economic Analysis & Policy, **6(1)**, Article 11, 2006.
10. “Regulation under asymmetric information in water utilities”,
American Economic Review, Papers and Proceedings, **96(2)**, 62-66, 2006 (with K. Chan and I. Perrigne).

11. “Multi-stage contracting with applications to R&D and insurance policies”
Journal of Public Economic Theory, **7(2)**, 317-346, 2005.
12. “A theory of haste” (lead article),
Journal of Economic Behavior and Organization, **56(1)**, 1-23, 2005 (with J. Carrillo).
13. “Entrepreneurial boldness and excessive investment”,
Journal of Economics and Management Strategy, **13**, 321-50, 2004 (with J. Carrillo).
14. “Optimal regulation of cooperative R&D under incomplete information”,
Journal of Industrial Economics, **52(1)**, 81-119, 2004.
15. “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)
16. “Endogenous entry in auctions with negative externalities”,
Theory and Decision, **54(2)**, 125-149, 2003.
17. “Vertical integration and incentives to innovate” (lead article),
International Journal of Industrial Organization, **21(4)**, 457-488, 2003.
18. “Les enjeux de la réglementation de la recherche et developpement”,
Revue d’Economie Politique, **113(1)**, 125-148, 2003.
19. “Rush and procrastination under hyperbolic discounting and interdependent activities”,
Journal of Risk and Uncertainty, **22(2)**, 141-164, 2001 (with J. Carrillo).
20. “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*.

Papers submitted and under review

- “Countervailing incentives in allocation mechanisms with type-dependent externalities”, *Working Paper, USC*.
- “Auctions with type-dependent and negative externalities: the optimal mechanism”, *IEPR Working Paper 07.15, SSRN 1031532*.
- “Information processing and decision-making: evidence from the brain sciences and implications for Economics”, *Working Paper, USC*.
- “Imperfect Choice or Imperfect Attention? Understanding Strategic Thinking in Private Information Games”, *CEPR Discussion Paper 7529*, with C. Camerer, J. Carrillo and S. Wang.

Working Papers

- “Selling an asset to a competitor”. *mimeo, USC*.
- “The nature of information and its effect on bidding behavior: laboratory evidence in a common value auction”, *CEPR Discussion Paper 7848*, with J. Carrillo and M. Castro.
- “Resource allocation in the brain” *CEPR Discussion Paper 8408*, with R. Alonso and J. Carrillo.

Research in Progress

- “A Neuroeconomic Theory of Memory Retrieval”, with J. Carrillo.
- “Contracting without participation constraint”.
- “Public goods: the benefits of exclusion”, with J. Lu.
- “Sales and prices in the housing market”, with Y. Kim.
- “A Neuroeconomic Theory of Self-Control”, with J. Carrillo.
- “Mechanism design with many instruments”.
- “The regulation of water utilities in California”, with K. Chan and I. Perrigne.