

Juan D. CARRILLO

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Current Position

Department Economics, UNIVERSITY OF SOUTHERN CALIFORNIA
Professor, 2009-present

Other Affiliations

Center for Economic Policy Research (CEPR, London)
Research Fellow “Industrial Organization” and “Public Policy” 2005-present

Theoretical REsearch in Neuroeconomic Decision-making (TREND)
Co-Director, 2007-present

Los Angeles Behavioral Economics Laboratory (LABEL)
Co-Director, 2012-present

Past Positions

Department Economics, UNIVERSITY OF SOUTHERN CALIFORNIA
Associate Professor, 2003-2009

Department of Finance and Economics, COLUMBIA BUSINESS SCHOOL
Associate Professor, 2001-2003

Department Economics, FREE UNIVERSITY OF BRUSSELS
Associate Professor (2000-2001); Assistant Professor (1996-2000)

Education

UNIVERSITY OF TOULOUSE, Toulouse, France
Ph.D. in Economics, 1996

HARVARD UNIVERSITY, Cambridge, MA
M.A. in Statistics, 1993

UNIVERSITY COMPLUTENSE, Madrid, Spain
B.A. in Economics, 1992

Current Fields of Research

Neuroeconomic Theory
Experimental Economics
Microeconomic Theory

Publications in Scientific Journals (chronological order)

1. “Coordination and Externalities”
Journal of Economic Theory, **78**(1), 103-129 (1998)
2. “On the Strength of Corporate Cultures”
European Economic Review Papers & Proceedings, **43**(4-6), 1021-1037 (1999) [with D. Gromb]
3. “Grafts, Bribes and the Practice of Corruption”
Journal of Economics & Management Strategy, **9**(3), 257-86 (2000)
4. “The Value of Information when Preferences are Dynamically Inconsistent”
European Economic Review Papers & Proceedings, **44**(4-6), 1104-1115 (2000) [with I. Brocas]
5. “Strategic Ignorance as a Self-Disciplining Device”
Review of Economic Studies, **67**(3), 529-544 (2000) [with T. Mariotti]
6. “Corruption in Hierarchies”
Annales d’Economie et de Statistique, **59**, 37-62 (2000)
7. “Electoral Competition and Politician Turnover”
European Economic Review, **45**(1), 1-25 (2001) [with T. Mariotti]
(recipient of the Hicks-Tinbergen medal award)
8. “Rush and Procrastination under Hyperbolic Discounting and Interdependent Activities”
Journal of Risk and Uncertainty, **22**(2), 141-164 (2001) [with I. Brocas]
9. “Job Assignments as a Screening Device”
International Journal of Industrial Organization, **21**(6), 881-905 (2003)
10. “Do the ‘Three-Point Victory’ and ‘Golden Goal’ Rules Make Soccer More Exciting?”
Journal of Sports Economics, **5**(2), 169-185 (2004) [with I. Brocas]
11. “Entrepreneurial Boldness and Excessive Investment”
Journal of Economics & Management Strategy, **13**(2), 321-50 (2004) [with I. Brocas]
12. “To Be Consumed with Moderation”
European Economic Review, **49**(1), 99-111 (2005)
13. “A Theory of Haste”
Journal of Economic Behavior & Organization, **56**(1), 1-23 (2005) [with I. Brocas]
14. “Penalty Shoot-Outs: Before or After Extra Time?”
Journal of Sports Economics, **8**(5), 505-518 (2007)
15. “Cultural Inertia and Uniformity in Organizations”
Journal of Law, Economics, & Organization, **23**(3), 743-771 (2007) [with D. Gromb]
16. “Influence through Ignorance”
RAND Journal of Economics, **38**(4), 931-947 (2007) [with I. Brocas]

17. "Theories of the Mind"
American Economic Review Papers & Proceedings, **98**(2), 175-180 (2008) [with I. Brocas]
18. "Information and Strategic Political Polarisation"
Economic Journal, **118**(July), 845-874 (2008) [with M. Castanheira]
19. "Promises, Promises, ..."
Economic Journal, **118**(August), 1453-1473 (2008) [with M. Dewatripont]
20. "The Brain as a Hierarchical Organization"
American Economic Review, **98**(4), 1312-1346 (2008) [with I. Brocas]
21. "The Compromise Game: Two-Sided Adverse Selection in the Laboratory"
American Economic Journal: Microeconomics, **1**(1), 151-181 (2009) [with T. Palfrey]
22. "Information Acquisition and Choice under Uncertainty"
Journal of Economics & Management Strategy, **18**(2), 423-55 (2009) [with I. Brocas]
23. "No Trade"
Games and Economic Behavior, **71**(1), 66-87 (2011) [with T. Palfrey]
24. "From Perception to Action: an Economic Model of Brain Processes"
Games and Economic Behavior, **75**(1), 81-103 (2012) [with I. Brocas]
25. "Information Gatekeepers: Theory and Experimental Evidence"
Economic Theory, **51**(3), 649-676 (2012) [with I. Brocas and T. Palfrey]
26. "The Neurobiology of Opinions: Can Judges and Juries Be Impartial?"
Southern California Law Review, **86**(3), 421-448 (2013) [with I. Brocas]
27. "Dual-Process Theories of Decision-Making: a Selective Survey"
Journal of Economic Psychology, **41**, 45-54 (2014) [with I. Brocas]
28. "Resource Allocation in the Brain"
Review of Economic Studies **81**(2), 501-534 (2014) [with R. Alonso and I. Brocas]
29. "Imperfect Choice or Imperfect Attention? Understanding Strategic Thinking in Private Information Games"
Review of Economic Studies, **81**(3), 944-970 (2014) [with I. Brocas, C. Camerer, and S. Wang]
30. "The Nature of Information and its Effect on Bidding Behavior: Laboratory Evidence in a First-Price Common Value Auction"
J. of Economic Behavior and Organization **109**, 26-40 (2015) [with I. Brocas and M. Castro]
31. "Tiered Housing Allocation with Pre-Announced Rankings: an Experimental Analysis"
Journal of Economics & Management Strategy **25**(1), 133-160 (2016) [with S. Singhal]
32. "A Neuroeconomic Theory of Memory Retrieval"
J. of Economic Behavior and Organization **130**, 198-205 (2016) [with I. Brocas]

Volumes Edited

- *The Psychology of Economic Decisions. Vol.1: Rationality and Well-being*
joint with I. Brocas, Oxford University Press (2003)
[reviewed in *Economica*, *J. of Econ. Beh. & Org.*, *J. of Socio-Econ.* and *J. of Econ. Psych.*]
- *The Psychology of Economic Decisions. Vol.2: Reasons and Choices*
joint with I. Brocas, Oxford University Press (2004)

Discussion Papers (completed)

- “How Long is a Minute?”
I. Brocas, J.D. Carrillo and J. Tarraso
- “Consistency in Simple vs. Complex Choices over the Life Cycle”
I. Brocas, J.D. Carrillo, N. Kodaverdian and D. Combs
- “Platform Competition with Complementary Products”
J.D. Carrillo and G. Tan
- “Are Stable Networks Stable? Experimental Evidence”
J.D. Carrillo and A. Gaduh
- “Value Computation and Value Modulation: a Dual-Process Theory of Self-Control”
I. Brocas and J.D. Carrillo
- “The Path to Equilibrium in Sequential and Simultaneous Games”
I. Brocas, J.D. Carrillo and A. Sachdeva
- “Second-Price Common Value Auctions with Uncertainty, Private and Public Information: Experimental Evidence”
I. Brocas, J.D. Carrillo and M. Castro
- “Risk Aversion in a Dynamic Asset Allocation Experiment”
I. Brocas, J.D. Carrillo, A. Giga and F. Zapatero
- “Skewness Seeking in a Dynamic Portfolio Choice”
I. Brocas, J.D. Carrillo, A. Giga and F. Zapatero
- “Sequential Auctions with Capacity Constraints: an Experimental Investigation”
F. Javier Otamendi, I. Brocas, J.D. Carrillo

Work in Progress

- “A Neuroeconomic Theory of Honesty”
I. Brocas and J.D. Carrillo
- “Shaming as an Incentive Mechanism for Good Behavior”
I. Brocas, J.D. Carrillo and M. Montgomery
- “Pressure, Cognitive Load and Decision-Making”
R. Alonso, I. Brocas and J.D. Carrillo

- “The development of strategic thinking in children and adolescents”
I. Brocas, J.D. Carrillo and N. Kodaverdian
- “The development of transitive choices and transitive reasoning”
I. Brocas, J.D. Carrillo, D. Combs and N. Kodaverdian
- “Risk attitude in games under stress”
I. Brocas, J.D. Carrillo and R. Kendall

External Grants and Research Awards

- National Institute on Aging, award 1R21AG046917-01A1, 2015-2017 (co-I) \$453,312
“A neuroeconomic study of choice consistency in aging”
- National Science Foundation, grant SES 1425062, 2014-2017 (co-PI) \$498,998
“Attentional lookups as a measure of reasoning and motivation”
- Microsoft Corporation, 2012-2013 (Co-PI) \$78,000
“Economic and emotional incentives against piracy”
- Federal Communications Commission, 2010 (Co-PI) \$90,000
“A theoretical model and laboratory test of the interaction between market structure, media ownership and market performance”
- Microsoft Corporation, 2009 (Co-PI) \$40,000
“Competition and Cooperation in Markets with Standards”

Teaching

Department Economics, UNIVERSITY OF SOUTHERN CALIFORNIA
Microeconomic Theory I, Theory of Organizations, Behavioral Economics, Neuroeconomics,
and Experimental Economics (Ph.D), Game Theory (BA)

Department of Finance and Economics, COLUMBIA BUSINESS SCHOOL
Managerial Economics (MBA)

Department Economics, FREE UNIVERSITY OF BRUSSELS
Industrial Organization, Contract Theory and Behavioral Economics (Ph.D)

Professional Activities

Co-editor:

Journal of Economics and Management Strategy: 2012-present

Program Committee Member:

Econometric Society European Meeting: 1998 (Berlin) and 2003 (Stockholm)

European Economic Association: 1998 (Berlin) and 2006 (Vienna)

Econometric Society World Congress: 2005 (London) and 2015 (Montreal)

Prizes:

Winner of the Hicks-Tinbergen medal award of the European Economic Association

Referee:

Reports for more than 20 refereed journals including all major general interest.

Seminar Presentations at Universities and Professional Associations (last 5 years)

2011-2012

USC LUSK Center; University of Utah; Columbia Business School; Claremont Graduate University; UC Los Angeles; UC Santa Barbara; University of Chicago.

2012-2013

Stanford University, Stanford SITE.

2013-2014

UC Irvine; University of Southern California; Chapman University; UC Santa Barbara.

2014-2015

Carnegie Mellon University, George Mason University; Utah WBEC conference; California Institute of Technology; USC LUSK center; Claremont Graduate University.

2015-2016

Conference in honor of Jean Tirole (Toulouse); UC Santa Barbara.