

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” 2005-present (Research Affiliate, 1998-2005)
Research Fellow “Public Policy” 2005-present (Research Affiliate, 1998-2005)
Theoretical REsearch in Neuroeconomic Decision-making (TREND Institute)
Co-Director, 2007-present
Institute for Economic Policy Research (IEPR), University of Southern California
Director, 2010-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

Languages

Spanish, French and English

Primary Fields of Research

Neuroeconomic Theory and Behavioral Economics
Microeconomic Theory (Industrial Organization, Theory of Organizations, Contract Theory)
Experimental Economics

Other Fields of Interest

Political Economics
Economics of Sports

Awards

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

Teaching Experience

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)

Research Experience

Invited Session Presenter: “Theories of the Mind”
American Economic Association 2008 (ASSA, New Orleans)

Program Committee Member:
European Economic Association 2006 (EEA, Vienna)
Econometric Society World Congress 2005 (ESWC, London)
Econometric Society European Meeting 2003 (ESEM, Stockholm)
Econometric Society European Meeting 1998 (ESEM, Berlin)
European Economic Association 1998 (EEA, Berlin)

Invited Session Organizer: “Psychology and Economics”
European Economic Association, 1999 (EEA, Santiago de Compostela)

Economic Policy
Panel Member, 2002-2003

2nd CEPR - ECARES conference “Psychology and Economics”, Brussels, Belgium
Head of Scientific Committee Program, 8/10 June 2001

1st CEPR - ECARES conference “Psychology and Economics”, Brussels, Belgium
Head of Scientific Committee Program, 9/11 June 2000

Economics Education and Research Consortium (EERC, Russia)
Research advisor, “Public Economics” program, 1999-2002

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

Grants and Research Awards

Microsoft Corporation (2006, 2009)

NET Institute (2006)

LUSK Center for Real Estate, University of Southern California (2008, 2009)

ASHSS Office of the Provost, University of Southern California (2009)

Federal Communications Commission, Media Ownership Study (2010)

Seminar presentations at universities and professional associations (since 2005)

2005-2006

California Institute of Technology; University of California Davis; Arizona State University (SWET); University of California Berkeley; University of California Los Angeles; University of Southern California; University of Washington.

2006-2007

Conference at Fundación Areces (Madrid); Universidad Carlos III; University of Toulouse; University of Southern California; University of Guelph.

2007-2008

University of California Irvine; University of Southern California; ASSA New Orleans (invited session).

2008-2009

CIRANO Political Economy workshop (Montreal); USC Law School; Instituto Tecnológico Autónomo de México; UC Berkeley Haas Business School; Hong Kong University of Science and Technology; National University of Singapore; ESA Washington; Stanford SITE (Experimental Economics segment).

2009-2010

University of Southampton (UK); University of Edinburgh (UK); University of New South Wales (Australia); Australian National University (Australia); University of Southern California; UC Santa Barbara; UC Davis.

2010-2011

University of Southern California LUSK Center for Real Estate; Loyola Marymount University; UC San Diego.

Publications in Scientific Journals

- “Coordination and Externalities”
Journal of Economic Theory, Vol.**78**(1), 103-129 (1998)
- “On the Strength of Corporate Cultures”
European Economic Review, Vol.**43**(4-6), 1021-1037 (1999) [with Denis Gromb]
- “Grafts, Bribes and the Practice of Corruption”
Journal of Economics & Management Strategy, Vol.**9**(3), 257-86 (2000)
- “The Value of Information when Preferences are Dynamically Inconsistent”
European Economic Review, Vol.**44**(4-6), 1104-1115 (2000) [with Isabelle Brocas]
- “Strategic Ignorance as a Self-Disciplining Device”
Review of Economic Studies, Vol.**67**(3), 529-544 (2000) [with Thomas Mariotti]
(reviewed in *Le Monde*, April 6, 1999)
- “Corruption in Hierarchies”
Annales d’Economie et de Statistique, Vol.**59**, 37-62 (2000)
- “Electoral Competition and Politician Turnover”
European Economic Review, Vol.**45**(1), 1-25 (2001) [with Thomas Mariotti]
(recipient of the Hicks-Tinbergen medal award)
- “Rush and Procrastination under Hyperbolic Discounting and Interdependent Activities”
Journal of Risk and Uncertainty, Vol.**22**(2), 141-164 (2001) [with Isabelle Brocas]
- “Job Assignments as a Screening Device”
International Journal of Industrial Organization, Vol.**21**(6), 881-905 (2003)
- “Do the ‘Three-Point Victory’ and ‘Golden Goal’ Rules Make Soccer More Exciting?”
Journal of Sports Economics, Vol.**5**(2), 169-185 (2004) [with Isabelle Brocas]
(reviewed in *The New Scientist*, April 13, 2002)
- “Entrepreneurial Boldness and Excessive Investment”
Journal of Economics & Management Strategy, Vol.**13**(2), 321-50 (2004) [with I. Brocas]
- “To Be Consumed with Moderation”
European Economic Review, Vol.**49**(1), 99-111 (2005)
- “A Theory of Haste”
Journal of Economic Behavior & Organization, Vol.**56**(1), 1-23 (2005) [with Isabelle Brocas]
- “Penalty Shoot-Outs: Before or After Extra Time?”
Journal of Sports Economics, Vol.**8**(5), 505-518 (2007)
- “Cultural Inertia and Uniformity in Organizations”
Journal of Law, Economics, & Organization, Vol.**23**(3), 743-771 (2007) [with Denis Gromb]

- “Influence through Ignorance”
RAND Journal of Economics, Vol.**38**(4), 931-947 (2007) [with Isabelle Brocas]
- “Theories of the Mind”
American Economic Review Papers & Proceedings, Vol.**98**(2), 175-180 (2008) [with I. Brocas]
- “Information and Strategic Political Polarisation”
Economic Journal, Vol.**118**(July), 845-874 (2008) [with Micael Castanheira]
- “Promises, Promises, ...”
Economic Journal, Vol.**118**(August), 1453-1473 (2008) [with Mathias Dewatripont]
- “The Brain as a Hierarchical Organization”
American Economic Review, Vol.**98**(4), 1312-1346 (2008) [with Isabelle Brocas]
- “The Compromise Game: Two-Sided Adverse Selection in the Laboratory”
American Economic Journal: Microeconomics, Vol.**1**(1), 151-181 (2009) [with Thomas Palfrey]
- “Information Acquisition and Choice under Uncertainty”
Journal of Economics & Management Strategy, Vol.**18**(2), 423-55 (2009) [with Isabelle Brocas]
- “No Trade”
Games and Economic Behavior, Vol.**71**(1), 66-87 (2011) [with Thomas Palfrey]
- “Information Gatekeepers: Theory and Experimental Evidence”
Forthcoming in *Economic Theory* [with Isabelle Brocas and Thomas Palfrey]

Contributions to Collective Volumes

- “Information and Self-Control”, chapter 5 in *The Psychology of Economic Decisions. Vol.1: Rationality and Well-being*, Oxford University Press (2003) [with Isabelle Brocas]
- “Commitment Devices under Self-Control Problems: an Overview”, chapter 4 in *The Psychology of Economic Decisions. Vol.2: Reasons and Choices*, Oxford University Press (2004) [with Isabelle Brocas and Mathias Dewatripont]

Volumes Edited

- *The Psychology of Economic Decisions. Vol.1: Rationality and Well-being*
joint with Isabelle 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 Isabelle Brocas, Oxford University Press (2004)

Notes and Comments

- A comment on “Economic Aspects of Human Cloning and Reprogenetics”
by G. Saint-Paul. *Economic Policy*, Vol.**36**, 108-110 (2003).

- A comment on “Awarding Telecom Licenses: The Recent European Experience” by T. Börgers and C. Dustmann. *Economic Policy*, Vol.**36**, 259-262 (2003).
- A comment on “What determines EU decision making? Needs, power or both?” by H. Kauppi and M. Widgren. *Economic Policy*, Vol.**39**, 258-260 (2004).

Discussion Papers (completed)

- “From Perception to Action: an Economic Model of Brain Processes” (with Isabelle Brocas), earlier version circulated as *CEPR D.P. 6535*
- “Imperfect Choice or Imperfect Attention? Understanding Strategic Thinking in Private Information Games” (with Isabelle Brocas, Colin Camerer, and Stephanie Wang) , *CEPR D.P. 7529*
- “The Nature of Information and its Effect on Bidding Behavior: Laboratory Evidence in a Common Value Auction” (with Isabelle Brocas and Manuel Castro), *CEPR D.P. 7848*.
- “Tiered Housing Allocation: an Experimental Analysis” (with Saurabh Singhal), *CEPR D.P. 8255*.

Work in Progress

- “Platform Competition with Complementary Products” (with Guofu Tan)
- “Resource Allocation in the Brain” (with Ricardo Alonso and Isabelle Brocas)
- “The Neuroeconomics of Learning and Memory” (with Isabelle Brocas)
- “The Strategic Formation of Networks in a Linking Game: Experimental Evidence” (with Arya Gaduh)