

(February, 2016)

BRIT GROSSKOPF

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Education

- Ph.D. in Economics, December 2000, Universitat Pompeu Fabra, Barcelona
- MS.c. in Economics (with honors), July 1997, Universitat Pompeu Fabra, Barcelona
- Diploma, July 1996, Humboldt University, Berlin

Academic Positions

- Professor of Economics, University of Exeter, as of September 2013.
- Professor of Experimental Economics, University of Birmingham, Sept. 2011 – August 2013.
- Associate Professor in Economics, Texas A&M University, September 2009 – August 2011.
- Assistant Professor in Economics, Texas A&M University, July 2003 – August 2009.
- Post-Doctoral Fellow with Alvin Roth, Harvard Business School, July 2002 – June 2003.
- Lecturer, Harvard Business School, July 2001 – June 2002.
- Post-Doctoral Fellow with Alvin Roth, Harvard Business School, January – June 2001.
- Visiting Scholar, Technion, February – April 2000.

Professional Activities

- Director of the “Behaviour, Identity and Decision” Research Cluster, University of Exeter Business School, as of February 2016.
- Head of Department, Department of Economics, University of Exeter, as of Sept. 2014.
- Member of the Executive Committee of the Economic Science Association (ESA), 2013–2016.
- CSWEP CeMENT mentor, AEA meetings 2014 (Philadelphia) and 2015 (Boston).
- Member of the Editorial Board, *International Journal of Game Theory*, as of 2013.
- Associate Editor, *Journal of Economic Psychology*, as of 2013.
- Founding Director of BEEL (Birmingham Experimental Economics Laboratory).
- Co-Director of the Economic Research Laboratory (ERL), April 2009 – August 2011.
- Faculty Advisor of the Texas A&M Economics Society, Summer 2007 – Spring 2010.

Refereed Publications

- “The Effects of Induced Emotions on Prosocial Behaviour,” with Michalis Drouvelis, *Journal of Public Economics*, forthcoming.
- “An Experiment on Case Based Decision Making,” with Rajiv Sarin and Elizabeth Watson, *Theory and Decision*, forthcoming.

- “Choosing between Lotteries: Perfect Coordination without Communication,” with Yoella Bereby–Meyer, Simone Moran and Dolly Chugh, *Journal of Behavioral Decision Making*, Volume 26, Issue 4, 2013, pages 338–347.
- “Is Reputation Good or Bad? An Experiment,” with Rajiv Sarin, *American Economic Review*, 100, 2010, 2187–2204.
- “If you were offered the Right of First Refusal, Should you Accept? An Experimental Investigation of Contract Design,” with Alvin Roth, *Games and Economic Behavior*, 65, 2009, 176–204.
- “Simultaneous versus Sequential Public Good Provision and the Role of Refunds – An Experimental Study,” with Jennifer Coats and Timothy Gronberg, *Journal of Public Economics*, 93, 2009, 326–335.
- “The Two–Person Beauty Contest Game,” with Rosemarie Nagel, *Games and Economic Behavior*, **62** (1), 2008, pp. 93–99.
- “Overcoming the Winner’s Curse: An Adaptive Learning Perspective,” with Yoella Bereby–Meyer, *Journal of Behavioral Decision Making*, **21** (1), 2008, pp. 15–27.
- “On the Robustness of the Winner’s Curse Phenomenon,” with Max Bazerman and Yoella Bereby–Meyer, *Theory and Decision*, **63** (4), 2007, pp. 389–418.
- “Foregone with the Wind: Indirect Payoff Information and its Implications for Choice,” with Ido Erev and Eldad Yechiam, *International Journal of Game Theory*, **34**, 2006, pp. 285–302.
- “How Manipulable are Fairness Perceptions? The Effect of Additional Alternatives,” with Yoella Bereby–Meyer, *Research on Economic Inequality*, 2004, **11**, pp. 55–84.
- “Overcoming Focusing Failures in Competitive Environments,” with Max Bazerman, Yoella Bereby–Meyer, Dolly Chugh, Lorraine Idson and Simone Moran, *Journal of Behavioral Decision Making*, **17**, 2004, 159–172.
- “What makes Cheap Talk effective? Experimental Evidence,” with Gary Charness, *Economics Letters*, **83**, 2004, pp. 383–389.
- “Teaching Auction Strategy using Experiments Administered via the Internet,” with John Asker, Carl N. McKinney, Muriel Niederle, Alvin Roth and Georg Weizsäcker, *Journal of Economic Education*, **35**, 2004, pp. 330–342.
- “Reinforcement and Directional Learning in the Ultimatum Game with Responder Competition,” *Experimental Economics*, **6**, 2003, pp. 141–158.
- “Relative Payoffs and Happiness – An Experimental Study,” with Gary Charness, *Journal of Economic Behavior and Organization*, **45**, 2001, pp. 301–328.

Book Chapters

- “Contracting,” Chapter 15 in the *The Oxford Handbook of Economic Conflict Resolution*, G. E. Bolton and R. T. A. Croson, Eds, Oxford University Press, pp. 216–222.

Working Papers

- “On the Demand for Expressing Emotions,” with Kristian López, revision requested from the *American Economic Review*.
- “Do you mind me paying less? Measuring Other–Regarding Preferences in the Market for Taxis,” with Graeme Pearce.

- “An Experimental Investigation of Asymmetric Information in Common Value Auctions,” with Lucas Rentschler and Rajiv Sarin.
- “Asymmetric Information in Contests: Theory and Experiments,” with Lucas Rentschler and Rajiv Sarin.
- “Rational Reasoning or Adaptive Behavior? Evidence from Two – Person Beauty Contest Games,” with Rosemarie Nagel.
- “Reputation and Advice: Political Correctness in the Laboratory,” with Rajiv Sarin.

Work in Progress

- “Choosing which Game to Play: Experimental Evidence from 2 and 4 player Beauty–Contest Games,” with Lawrence Choo.
- “Discrimination in a Deprived Neighbourhood: A Framed Field Experiment,” with Graeme Pearce.
- “The Effect of Induced Emotions on Sanctioning Behaviour,” with Michalis Drouvelis.
- “Merging Reinforcement and Directional Learning”.

Book Reviews/ Etc.

- “New Perspectives on Emotions in Finance: The Sociology of Confidence, Fear and Betrayal,” *Journal of Economic Literature*, 52(3): 862–864, Sep 2014.
- “Everyday Negotiation,” by Deborah Kolb and Judith Williams, Jossey–Bass, *Manageris*, 122, 2004, 17.
- “Rights of First Refusal: Who has the upper hand?,” *NBIZ Magazine* Spring 2008, 32–34.

Grants and Awards

- 2014, GW4 Initiator Fund “Emotion and Non-verbal Communication in Social and Economic Interactions,” (Role: Co–PI, lead Andrew Livingstone)
- 2013, British Academy, Small Grant for “The Effect of Emotions on Human Cooperation and Institution Choice in Social Dilemma Games,” (Role: PI, £10,000, Co–PI: Michalis Drouvelis)
- 2012, ESRC Festival of Social Sciences, “Emotions and Charitable Giving.”
- 2010–2012: NSF grant SES #1025034 “Expressing Emotions in Economics,” (Role: PI, \$171,327)
- 2007–2010: NSF grant SES #0649218 “An Experimental Analysis of the Impact of Reputations,” (Role: PI, \$220,179, Co–PI: Rajiv Sarin)
- Student Led Award for Teaching Excellence (SLATE), Texas A&M University System, Fall 2008
- 2007–2008: Stipendiary Faculty Fellow, Melbern G. Glasscock Center for Humanities Research, Texas A&M University (Project: “The Impact of Trust”)
- 2001: Economic Science Association Dissertation Award
- 2001: Grant from the Russell Sage Foundation “What Does It Take to Overcome the Winner’s Curse? The Effect of Variation in the Environment and Feedback”, with Yoella Bereby–Meyer
- 1999: Grant from the Russell Sage Foundation “Relative Payoffs and Happiness – An Experimental Study”, with Gary Charness

- 1996: Prize for the best diploma, Humboldt University, Berlin, given by “Wirtschaftswissenschaftliche Gesellschaft der Humboldt–Universitaet zu Berlin, e.V.”

Presentations at Conferences

July 2015: ESA Meeting, Sydney • June 2015: London Experimental Workshop (Invited Keynote speaker) • March 2015: RES Meeting, Manchester • October 2013: ESA Meeting, Santa Cruz • June 2012: ESA meeting, New York • September 2009: ESA Meeting, Innsbruck • July 2008: Third World Congress of the Game Theory Society, Evanston • July 2008: Workshop on Similarity, Learning and Networks, University of Alicante • June 2008: NASM of the Econometric Society, Pittsburgh • May 2008: Invited speaker at the INFORMS Southwest Regional Conference, College Station • February 2008: Santa Barbara Conference on Experimental and Behavioral Economics • October 2007: ESA Meeting in Tucson • August 2007: First Singapore Economic Theory Workshop • June 2007: ESA Meeting in Rome • December 2006: South and South East Asia Econometric Society Meeting, Chennai • September 2006: ESA Meetings, Tucson • July 2006: Stony Brook Game Theory Conference • November 2005: SEA Meeting in Washington, D.C. • August 2005: SITE, Stanford • November 2004: ESA Meeting in Tucson • August 2002: Workshop on “Coordination, Iterated Dominance and Bounded Rationality,” Barcelona • August 2002: Academy of Management, Denver • June 2002: ESA Meeting in Boston • March 2002: Public Choice Society and ESA Meeting in San Diego • November 2001: Annual Meeting of the Society of Judgment and Decision Making in Orlando • July 2001: Far Eastern Meeting of the Econometric Society in Kobe • June 2001: ESA Meeting in Barcelona • November 2000: GEW Meeting, Burg Warberg • November 2000: 20th Arne Ryde Symposium, Lund • October 2000: ESA European Meeting, Amsterdam • August 2000: Econometric Society World Congress, Seattle • July 2000: First World Congress of the Game Theory Society, Bilbao • June 2000: ESA Meeting in New York • April 2000: Third Experimental Workshop, Technion, Haifa • October 1999: ESA European Meeting, Grenoble • August/September 1999: ESEM and EEA, Santiago de Compostela • August 1999: RSF Conference on Behavioral Economics, Berkeley • April 1999: 3rd Young Economist Meeting, Amsterdam • April 1998: ESF Conference on Migration and Development in Espinho.

Invited Seminars

February 2016: University of Southampton • December 2015: Humboldt University • August 2015: University of Queensland • August 2015: University of Adelaide • July 2015: Monash University • March 2015: Maastricht University • February 2015: University of Birmingham • June 2014: Middlesex University • May 2014: WZB • April 2014: University of Maynooth • October 2013: University of Nottingham • October 2013: Loyola Marymount • May 2013: University of East Anglia • April 2013: Paris • November 2012: University of Zurich • February 2011: University of Birmingham • December 2010: University of Maryland • April 2009: UT Pan American • February 2009: Laval University, Quebec • May 2008: Technical University, Berlin • April 2008: New York University • March 2008: University of Arizona • November 2007: University of Alabama • March 2007: University of Pittsburgh • November 2006: Anthropology Department, Texas A&M University • June 2006: Max Planck Institute of Economics, Jena • June 2006: Max Planck Institute for Human Development, Berlin • January 2006: UT Dallas • December 2005: Victoria University, Wellington • June 2005: Universitat Pompeu Fabra • March 2005: Queen Mary, University of London • October 2004: University of Houston • February 2003: Texas A&M University • February 2003: Columbia University and Columbia Business School • January 2003: Stockholm School of Economics • December 2002: Harvard Law School • December 2001: Erfurt University • November

2001: Texas A&M University • November 2001: University of Arizona • October 2000: Institute of Advanced Studies in Vienna • August 2000: University of Mannheim • April 2000: University of Kiel

Summer Schools and Workshops

April 2013: CAGE Conference at Warwick • July 2012: Decision Theory, Experiments and Applications workshop, Paris • January 2012: Erasmus Technion meeting of decisions and prediction • February 2009: FSU Workshop on Experimental Game Theory • February 2006: Communication and Incentives, UC Santa Barbara • April 2003: Trust and Institutions, Radcliffe Institute, Harvard University • September 1999: First European Summer School in Experimental Economics, Bari • June 1999: Workshop in Computational Economics, Santa Fe • July 1998: Russell Sage Summer Institute on Behavioral Economics, Stanford

Professional Activities

- **Member:** American Economic Association, Economic Science Association, Gesellschaft für experimentelle Wirtschaftsforschung, The Econometric Society, Royal Economic Society.
- **Refereeing:** *American Economic Review*, *American Political Science Review*, *Econometrica*, *Economica*, *Economic Inquiry*, *Economic Journal*, *Economic Theory*, *Economics of Governance*, *Experimental Economics*, *Games and Economic Behavior*, National Science Foundation, *International Journal of Game Theory*, *Journal of Economic Behavior and Organization*, *Journal of Economic Education*, *Journal of Law, Economics, and Organization*, *Journal of Political Economy*, *Journal of Public Economics*, *Judgement and Decision Making*, *Labour Economics*, *Review of Economic Studies*, *Scandinavian Journal of Economics*, *Spanish Economic Review*, *Quarterly Journal of Economics*.

Teaching Experience

Graduate Courses:

- Econ 655 (Experimental Economics): Fall 2007, Texas A&M University.

Undergraduate Courses:

- BEE 3027 (Economics of Management Strategy): Spring 2014 UoE.
- Econ 214B (Decision Theory and Games): Spring 2012, 2013 UoB.
- Econ 440 (Experimental Economics): Fall 2004, Fall 2005, Fall 2006, Spring 2007, Fall 2007, Spring 2008, Fall 2008, Spring 2009, Fall 2009, Spring 2011 Texas A&M University
- Econ 425 (Organization of Industry): Fall 2003, Spring 2004, Fall 2004, Spring 2005, Fall 2005, Spring 2006, Fall 2006, Fall 2008 Texas A&M University
- Econ 323 (Intermediate Microeconomics): Spring 2004, Texas A&M University
- Economic Theory II (Intermediate Microeconomics): Winter 1999/2000, Universitat Pompeu Fabra

MBA Courses:

- Negotiation: Spring 2002, Harvard Business School

Other:

- September 2000: Instructor and member of the organizing committee at the Barcelona Bel-laterra Experimental Economics Summer School (BEaST) at the Universitat Pompeu Fabra, Barcelona
- 1997 – 1999: Assisted graduate courses at the Universitat Pompeu Fabra: Econometrics I, Applied Statistics
- 1996 – 1999: Teaching Assistant, Universitat Pompeu Fabra.

Student Advising

- **Ph.D.:** UoE: Graeme Pearce (chair, in progress), Angela Sanchez (member, in progress), Bryan Coughlan (Medical School, member, in progress), UoB: Daniel Derbyshire (co-chair, in progress), TAMU: Graham Mueller (member, 2012), Yu Yvette Zhang (co-chair, 2010), Lucas Rentschler (member, 2010), Abhilasha Katariya (Industrial and Systems Engineering, outside member, in progress), Carly Peterson (Psychology, outside member, 2011), Elizabeth Watson (member, 2007), Carlos Oyarzun (member, 2007), Victor Palmer (Computer Science, outside member, 2007), Paan Jindapon (member, 2006), Junghun Cho (member, 2006).
- **M.A.:** TAMU: Haifa Abdullah Alzahrani (chair, 2010), Steven K. Streetman (chair, 2009), Cesar Castro Montero (chair, 2009), Owen Wallace (chair, 2009), Michael Chung (member, in progress), Chapman Shoop (chair, 2007), Britt Ester, (chair, 2007), Christopher Thomas Huff (member, 2009), Alper Murat Rasgelener (member, 2007), Seo Jung Kim (member, 2007), Jeison George (member, 2006), Fidel Martinez (member, 2006), Kershen Huang (member, 2005), Nelida Lara-Garduno (member, 2005), Scott Nickson (chair, 2004), Robert Brummertt (Agricultural Economics, outside member, 2006), Andres Silva (Agricultural Economics, outside member, 2007), Yeon Hee Doh (Agricultural Economics, outside member, 2007).
- **Senior Thesis Advisor:** Linzy Lewis III (International Studies, 2007).

Departmental and College Activities

- Summer 2015: Organizer of workshop in honour of Al Roth “Economic Design: The Economist as Engineer.” UoE
- Fall 2012: Co-organizer of IAS workshop “Human Decision Making under Uncertainty,” UoB
- Fall 2011/Spring 2012: Member of Faculty Recruiting Committee, UoB.
- Spring 2009 – Spring 2010: Member of the Liberal Arts Dean Search Advisory Committee, TAMU.
- Spring and Fall 2009: Member of the First Diversity in Pedagogy Learning Community, TAMU.
- Fall 2008 – Spring 2010: Coordinator of student seminar in Micro Theory/Experimental Economics, TAMU.
- Fall 2008 – Spring 2010: Chair of the Intellectual Climate and Diversity Commity, Dept. of Economics, TAMU.
- Fall 2008/Spring 2009: Dept. Representative to the College of Liberal Arts’ Diversity Committee, TAMU.
- 2007 and 2008: Member of the Junior Recruiting Committee, TAMU.

- Spring 2007, Fall 2007, Fall 2008, Spring 2009, Fall 2009, Spring 2010: Organizer of the Theory/Experimental Workshop, Dept. of Economics, TAMU.
- Fall 2006 – Summer 2008: Member of the Executive Committee, Dept. of Economics, TAMU.
- Spring 2006: Member of the Ad-hoc Advisory Committee, Dept. of Economics, TAMU.