

GARY B. CHARNESS

CURRENT POSITIONS

Professor, Department of Economics, University of California, Santa Barbara, July, 2008 -
Director, Experimental and Behavioral Economics Laboratory, September, 2007 -
Member, CESifo, Munich, December, 2010 -
Member, IZA, Bonn, November, 2011 -
Research Associate, Broom Center for Demography, University of California, Santa
Barbara, January, 2012 -

PREVIOUS POSITIONS

Associate Professor, Department of Economics, University of California, Santa Barbara,
July, 2005 – June, 2008
Assistant Professor, Department of Economics, University of California, Santa Barbara,
July, 2001 – June, 2005
Visiting Assistant Professor, Department of Economics, The Ohio State University,
April, 2001 – June, 2001
Visiting Assistant Professor, Department of Economics, University of California, Santa
Cruz, September, 2000 – March, 2001
Visiting Assistant Professor, Department of Economics, Universitat Pompeu Fabra,
Barcelona, Spain, September, 1997 – August, 2000

EDUCATION

Ph.D., Economics, University of California, Berkeley, December, 1996

PUBLICATIONS & WORKING PAPERS

Selected Publications:

- “The Hidden Advantage of Delegation: Pareto-improvements in a Gift-exchange Game”
(with Ramón Cobo-Reyes, Natalia Jiménez, Juan Lacomba, and Francisco Lagos;
American Economic Review, **102**, August, 2012, 2358-2379)
- “Groups make Better Self-Interested Decisions” (with Matthias Sutter; *Journal of
Economic Perspectives*, **26**, Summer, 2012, 157-176)
- “Competition and the Ratchet Effect” (with Peter Kuhn and Marie Claire Villeval;
Journal of Labor Economics, **29**, July, 2011, 513-547.
- “Participation” (with Martin Dufwenberg; *American Economic Review*, **101**, June, 2011,
1211-1237)
- “Trust and Trustworthiness Reputations in an Investment Game” (with Ninghua Du and
Chun-Lei Yang; *Games and Economic Behavior*, **72**, June, 2011, 361-375)
- “Gender Differences in Cooperation with Group Membership” (with Aldo Rustichini;
Games and Economic Behavior, **72**, May, 2011, 77-85)
- “On The Conjunction Fallacy in Probability Judgment: New Experimental Evidence
Regarding Linda” (with Edi Karni and Dan Levin; *Games and Economic Behavior*,
68, March, 2010, 551-556)
- “Individual and Group Decision Making under Risk: An Experimental Study of Bayesian
Updating and Violations of First-order Stochastic Dominance” (with Edi Karni and

- Dan Levin, *Journal of Risk and Uncertainty*, **35**, October, 2007, 129-148)
- “Cooperation and Competition in Intergenerational Experiments in the Field and the Laboratory” (with Marie Claire Villeval; *American Economic Review*, **99**, June, 2009, 956-978)
- “Incentives to Exercise” (with Uri Gneezy; *Econometrica*, **77**, May, 2009, 909- 931)
- “The Origin of the Winner’s Curse: A Laboratory Study” (with Dan Levin; *American Economic Journal – Micro*, **1**, February, 2009, 207–236)
- “Pay Inequality, Pay Secrecy, and Effort: Theory and Evidence” (with Peter Kuhn; *Journal of Labor Economics*, **25**, October, 2007, 693-724)
- “Bargaining and Network Structure: An Experiment” (with Margarida Corominas-Bosch and Guillaume Fréchette; *Journal of Economic Theory*, **136**, September, 2007, 28-65)
- “Group Play in Games and the Role of Consent in Network Formation” (with Matthew Jackson; *Journal of Economic Theory*, **136**, September, 2007, 417-445)
- “Individual Behavior and Group Membership” (with Luca Rigotti and Aldo Rustichini, *American Economic Review*, **97**, September, 2007, 1340-1352)
- “Endogenous Transfers in the Prisoner’s Dilemma Game: An Experimental Test of Cooperation and Coordination” (with Guillaume Fréchette and Cheng-Zhong Qin; *Games and Economic Behavior*, **60**, August, 2007, 287-306)
- “Promises and Partnership” (with Martin Dufwenberg; *Econometrica*, **74**, November, 2006, 1579-1601)
- “Expressed Preferences and Behavior in Experimental Games” (with Matthew Rabin; *Games and Economic Behavior*, **53**, November, 2005, 151-169)
- “When Optimal Choices Feel Wrong: A Laboratory Study of Bayesian Updating, Complexity, and Affect,” (with Dan Levin; *American Economic Review*, **95**, September, 2005, 1300-1309)
- “Attribution and Reciprocity in an Experimental Labor Market,” *Journal of Labor Economics*, **22**, July, 2004, 665-688
- “Understanding Social Preferences with Simple Tests” (with Matthew Rabin; *Quarterly Journal of Economics*, **117**, August, 2002, 817-869)
- “Altruism, Fairness, and Reciprocity in a Gift-Exchange Experiment: An Encompassing Approach” (with Ernan Haruvy; *Games and Economic Behavior*, **40**, August, 2002, 203-231)
- “Self-serving Cheap Talk and Credibility: A Test of Aumann’s Conjecture,” *Games and Economic Behavior*, **33**, November, 2000, 177-194

Full list of refereed journal publications and accepted papers:

- “A Restaurant Experiment in Charitable Contributions,” (with Tsz Cheung; forthcoming in *Economics Letters*)
- “The Hidden Advantage of Delegation: Pareto-improvements in a Gift-exchange Game” (with Ramón Cobo-Reyes, Natalia Jiménez, Juan Lacomba, and Francisco Lagos; *American Economic Review*, **102**, August, 2012, 2358-2379)
- “Groups make Better Self-Interested Decisions” (with Matthias Sutter; *Journal of Economic Perspectives*, **26**, Summer, 2012, 157-176)
- “Strong Evidence for Gender Differences in Risk-taking” (with Uri Gneezy; *Journal of Economic Behavior and Organization*, **83**, June 2012, 50-58)
- “A Group-based Wellness Intervention in the Laboratory” (with Roger Jahnke; *B.E.*

- Journal of Economic Analysis and Policy*, **12**, March 2012)
- Deterrence, Expected Cost, Uncertainty and Voting: Experimental Evidence” (with Greg DeAngelo; *Journal of Risk and Uncertainty*, **44**, February 2012, 73-100)
- “Experimental Methods: Between-subject and Within-subject Design (with Uri Gneezy and Michael Kuhn; *Journal of Economic Behavior and Organization*, **81**, January, 2012, 1-8)
- “The Strategy versus the Direct-response Method: A First Survey of Experimental Comparisons” (with Jordi Brandts; *Experimental Economics*, **14**, September, 2011, 375-398)
- “Competition and the Ratchet Effect” (with Peter Kuhn and Marie Claire Villeval; *Journal of Labor Economics*, **29**, July, 2011, 513-547)
- “Participation” (with Martin Dufwenberg; *American Economic Review*, **101**, June, 2011, 1211-1237)
- “Trust and Trustworthiness Reputations in an Investment Game” (with Ninghua Du and Chun-Lei Yang; *Games and Economic Behavior*, **72**, June, 2011, 361-375)
- “Competition, Hidden Information, and Efficiency: An Experiment” (with Antonio Cabrales and Marie Claire Villeval; *Experimental Economics*, **14**, May, 2011, 133-159)
- “Gender Differences in Cooperation with Group Membership” (with Aldo Rustichini; *Games and Economic Behavior*, **72**, May, 2011, 77-85)
- “Field and Online Experiments on Procrastination and Willpower” (with Nicholas Burger and John Lynham; *Journal of Economic Behavior and Organization*, **77**, March, 2011, 393-404)
- “Optimal Contracts with Team Production and Hidden Information: An Experiment” (with Antonio Cabrales; *Journal of Economic Behavior and Organization*, **77**, February, 2011, 163-176)
- “When is Employee Retaliation Acceptable at Work? Evidence from Quasi-Experiments” (with David I. Levine; *Industrial Relations*, **49**, October, 2010, 499-523)
- “Bare Promises” (with Martin Dufwenberg; *Economics Letters*, **107**, May, 2010, 281-283.
- “On The Conjunction Fallacy in Probability Judgment: New Experimental Evidence Regarding Linda” (with Edi Karni and Dan Levin; *Games and Economic Behavior*, **68**, March, 2010, 551-556)
- “Portfolio Choice and Risk Attitudes” (with Uri Gneezy; *Economic Inquiry*, **48**, January, 2010, 133-146)
- “Laboratory Experiments: Challenges and Promise (*Journal of Economic Behavior and Organization*, **73**, January 2010, 21-23)
- “Cooperation and Competition in Intergenerational Experiments in the Field and the Laboratory” (with Marie Claire Villeval; *American Economic Review*, **99**, June, 2009, 956-978)
- “Incentives to Exercise” (with Uri Gneezy; *Econometrica*, **77**, May, 2009, 909- 931)
- “An Experimental Test of Inequality and Risk-sharing Arrangements” (with Garance Genicot; *Economic Journal*, **119**, April, 2009, 796-825)
- “The Role of Responsibility in Strategic Risk-taking,” (with Matthew Jackson; *Journal of Economic Behavior and Organization*, **69**, March, 2009, 241-247)

- “The Origin of the Winner’s Curse: A Laboratory Study” (with Dan Levin; *American Economic Journal – Micro*, **1**, February, 2009, 207–236)
- “An Investment Game with Third-party Intervention” (with Ramón Cobo-Reyes and Natalia Jiménez; *Journal of Economic Behavior and Organization*, **68**, October, 2008, 18-28)
- “What’s in a Name? Anonymity and Social Distance in Dictator and Ultimatum Games” (with Uri Gneezy; *Journal of Economic Behavior and Organization*, **68**, October, 2008, 29-35)
- “Individual and Group Decision Making under Risk: An Experimental Study of Bayesian Updating and Violations of First-order Stochastic Dominance” (with Edi Karni and Dan Levin, *Journal of Risk and Uncertainty*, **35**, October, 2007, 129-148)
- “Pay Inequality, Pay Secrecy, and Effort: Theory and Evidence” (with Peter Kuhn; *Journal of Labor Economics*, **25**, October, 2007, 693-724)
- “Forward Induction and Entry Deterrence: An Experiment” (with Jordi Brandts and Antonio Cabrales; *Economic Theory*, **33**, October, 2007, 183-209)
- “Bargaining and Network Structure: An Experiment” (with Margarida Corominas-Bosch and Guillaume Fréchette; *Journal of Economic Theory*, **136**, September, 2007, 28-65)
- “Group Play in Games and the Role of Consent in Network Formation” (with Matthew Jackson; *Journal of Economic Theory*, **136**, September, 2007, 417-445)
- “Individual Behavior and Group Membership” (with Luca Rigotti and Aldo Rustichini, *American Economic Review*, **97**, September, 2007, 1340-1352)
- “Endogenous Transfers in the Prisoner’s Dilemma Game: An Experimental Test of Cooperation and Coordination” (with Guillaume Fréchette and Cheng-Zhong Qin; *Games and Economic Behavior*, **60**, August, 2007, 287-306)
- “Intention and Stochastic Outcomes: An Experimental Study” (with David I. Levine; *Economic Journal*, **117**, July, 2007, 1051-1072)
- “Social Distance and Reciprocity: The Internet vs. the Laboratory” (with Ernan Haruvy and Doron Sonsino; *Journal of Economic Behavior and Organization*, **63**, May, 2007, 88-103)
- “Promises and Partnership” (with Martin Dufwenberg; *Econometrica*, **74**, November, 2006, 1579-1601)
- “Expressed Preferences and Behavior in Experimental Games” (with Matthew Rabin; *Games and Economic Behavior*, **53**, November, 2005, 151-169)
- “When Optimal Choices Feel Wrong: A Laboratory Study of Bayesian Updating, Complexity, and Affect,” (with Dan Levin; *American Economic Review*, **95**, September, 2005, 1300-1309)
- “Attribution and Reciprocity in an Experimental Labor Market,” (*Journal of Labor Economics*, **22**, July, 2004, 665-688)
- “Do Labour Market Conditions Affect Gift Exchange? Some Experimental Evidence,” (with Jordi Brandts; *Economic Journal*, **114**, July, 2004, 684-708)
- “How Robust is Laboratory Gift Exchange?” (with Guillaume Fréchette and John Kagel; *Experimental Economics*, **7**, June, 2004, 189-205)
- “What Makes Cheap Talk Effective? Experimental Evidence” (with Brit Grosskopf; *Economics Letters*, **83**, June, 2004, 383-389.
- “An Experiment on Nash Implementation” (with Antonio Cabrales and Luis Corchón; *Journal of Economic Behavior and Organization*, **51**, June, 2003, 161-193)

- “Truth or Consequences: An Experiment” (with Jordi Brandts; *Management Science*, **49**, January, 2003, 116-130)
- “Minimum Advertised-Price Policy Rules and Retailer Behavior: An Experiment” (with Kay-Yut Chen; *Interfaces*, **32**, Sept.-Oct, 2002, 62-73)
- “Understanding Social Preferences with Simple Tests” (with Matthew Rabin; *Quarterly Journal of Economics*, **117**, August, 2002, 817-869)
- “Altruism, Fairness, and Reciprocity in a Gift-Exchange Experiment: An Encompassing Approach” (with Ernan Haruvy; *Games and Economic Behavior*, **40**, August, 2002, 203-231)
- “Changes in the Fair Employment Contract: Evidence from a Quasi-Experiment” (with David I. Levine; *Journal of Economic Behavior and Organization*, **47**, April, 2002, 391-405)
- “Relative Payoffs and Happiness: An Experimental Study” (with Brit Grosskopf; *Journal of Economic Behavior and Organization*, **45**, July, 2001, 301-328)
- “Self-serving Cheap Talk and Credibility: A Test of Aumann’s Conjecture,” (*Games and Economic Behavior*, **33**, November, 2000, 177-194)
- “Self-serving Biases: Evidence from an Experimental Labor Market” (with Ernan Haruvy; *Journal of Managerial Psychology*, **15**, November, 2000, 655-667)
- “Reputation, Honesty, and Efficiency with Insider Information: An Experiment,” (with Nuno Garoupa; *Journal of Economics and Management Strategy*, **9**, Summer 2000, 425-451)
- “Responsibility and Effort in an Experimental Labor Market,” (*Journal of Economic Behavior and Organization*, **42**, June 2000, 375-384)
- “Bargaining Efficiency and Screening: An Experimental Investigation,” (*Journal of Economic Behavior and Organization*), **42**, June 2000, 285-304
- “When are Layoffs Acceptable? Evidence from a Quasi-Experiment,” (with David I. Levine; *Industrial & Labor Relations Review*, **53**, April 2000, 381-400)
- “Hot vs. Cold: Sequential Responses in Simple Experimental Games,” (with Jordi Brandts; *Experimental Economics*, **2**, March 2000, 227-238)

Publications in books:

- “Communication in Bargaining Experiments,” (forthcoming in *Handbook of Conflict Resolution*)
- “Lab Labor: What Can Labor Economists Learn in the Lab?,” (with Peter Kuhn; *Handbook of Labor Economics, Volume 4a*, February, 2011, 229-330)
- How New is the “New Employment Contract”? Evidence from North American Pay Practices* (with David I Levine, Dale Belman, Erica L. Groshen, and K.C. O’Shaughnessy), Upjohn Institute for Employment Research, Kalamazoo, Michigan, 2002.
- “Alternative Dispute Resolution and the Settlement Gap,” in *Bridging the Settlement Gap*, D. Anderson, ed., JAI Press, 1996

Papers in the review process:

- “Competitive Preferences and Status as an Incentive: Experimental Evidence” (with David Masclet and Marie Claire Villeval; requested revision submitted to *Management Science*)

“Comprehension and Risk Elicitation in the Field: Evidence from Rural Senegal” (with Angelino Viceisza, permitted revision submitted to *Experimental Economics*)
 “An Experiment on Network Games” (with Francesco Feri, Miguel Meléndez-Jiménez, and Matthias Sutter, friendly reject-and-resubmit)
 “Let’s Talk: How Communication Affects Contract Design” (with Jordi Brandts and Matthew Ellman, reject-and-resubmit)
 “Self Confidence and Strategic Deterrence” (with Aldo Rustichini and Jeroen van de Ven, reject-and-resubmit)
 “Ambiguity Attitudes: An Experimental Investigation” (with Edi Karni and Dan Levin)
 “Continuous Time and Communication in a Public-goods Experiment” (with Dan Friedman and Ryan Oprea)
 “Efficiency, Team Building, and Spillover in a Public-goods Game” (with Ramón Cobo-Reyes and Natalia Jiménez)
 “Endogenous Group Formation and Efficiency: An Experimental Study” (with Chun-Lei Yang)
 “Letting Down the Team? Evidence of Social Effects of Team Incentives” (with Philip Babcock, Kelly Bedard, John Hartman, and Heather Royer)
 “Social and Moral Norms in the Laboratory,” (with Arthur Schram)

Working papers

“A Generalized Winner’s Curse: An Experimental Investigation” (with Dan Levin and David Schmeidler)
 “Incentives to Exercise Revisited,” (with Uri Gneezy)

FELLOWSHIPS & GRANTS

UCSB Faculty Award, Academic Senate, 2012
 UCSB Faculty Award, Academic Senate, 2010
 ISBER Research Award, 2009
 NSF Grant, 2006-2008
 USCB Faculty Award, Academic Senate, 2006
 ISBER Research Award, 2006
 Russell Sage Foundation, 2003-2005
 USCB Faculty Award, Academic Senate, 2002
 ISBER Research Award, 2002
 UCSB Junior Faculty Award, 2002
 MacArthur Foundation Norms and Preferences Group Fellowship, 1999-2000
 MacArthur Foundation Norms and Preferences Group Experimental Grant, 1999
 Russell Sage Foundation Small Grant for 1999 Summer Reunion
 Russell Sage Foundation Small Grant, 1998
 Clausen Center for Int’l. Business and Policy, UC Berkeley, small grant, 1998
 Institute of Industrial Relations, UC Berkeley, small grant, 1998
 UC Berkeley Vice Chancellor for Research Funding Fellowship, 1996
 Dean Witter Foundation stipend, 1995
 Russell Sage Foundation Small Grant, 1995
 GTE Mini-Grant, 1994

PROFESSIONAL ACTIVITIES

Associate Editor, *Journal of the European Economic Association*, November, 2011-
Advisory Editor, *Games and Economic Behavior*, June, 2011 -
Associate Editor, *Management Science*, October, 2009 -
Editorial Board, *Experimental Economics*, December, 2006 -
Editorial Board, *American Economic Review*, January, 2006 -
Editorial Board, *Journal of Economic Behavior and Organization*, May, 2005 -
Guest Editor, *Journal of Marketing Research*, August, 2010
Ad-Hoc Editor, *American Economic Journals – Micro*, February, 2011 -
NSF Panelist, Human and Social Dynamics, June, 2004
Organizer, 2012 Behavioral and Experimental Economics Conference, Santa Barbara
Organizer, 2010 Behavioral and Experimental Economics Conference, Santa Barbara
Organizer, 2008 Behavioral and Experimental Economics Conference, Santa Barbara
Organizer, 2006 Communication and Incentives Workshop, Santa Barbara
Lead Organizer, 2005 North American Regional ESA Meeting, Tucson
Co-Organizer, 1999 Russell Sage Foundation Summer Reunion, Berkeley
Referee for *American Economic Journals – Applied Economics* (3), *American Economic Journals – Economic Policy*, *American Economic Journals – Micro* (6), *American Economic Review* (53), *American Political Science Review* (3), *Berkeley Electronic Press* (3), *Cambridge University Press*, *Econometrica* (27), *Economic Inquiry* (5), *Economic Journal* (8), *Economics Letters* (10), *Economics of Governance*, *Economic Theory*, *European Economic Review* (2), *Evolution and Human Behavior* (2), *Experimental Economics* (22), *Games*, *Games and Economic Behavior* (24), *IBM Systems Journal*, *Industrial Relations*, *Industrial and Labor Relations Review* (4), *International Economic Review* (2), *International Journal of the Economics of Business*, *International Journal of Game Theory*, *International Journal of Industrial Organization*, *International Journal of Manpower*, *Journal of Behavioral Decision-making* (2), *Journal of Development Economics*, *Journal of Economic Behavior and Organization* (38), *Journal of Economic Education*, *Journal of Economic Psychology* (2), *Journal of Economic Surveys*, *Journal of Economic Theory* (7), *Journal of the European Economic Association* (13), *Journal of Finance*, *Journal of Health Economics*, *Journal of Labor Economics* (6), *Journal of Law, Economics, and Organization* (3), *Journal of Legal Studies* (2), *Journal of Political Economy* (4), *Journal of Public Economics* (13), *Journal of Public Economic Theory*, *Journal of Regulatory Economics*, *Journal of Risk and Uncertainty* (3), *Judgment and Decision Making*, *Labour Economics* (2), *Management Science* (12), *Managerial and Decision Economics*, *Marketing Science*, *Proceedings of the National Academy of Sciences*, *Quarterly Journal of Economics* (39), *Quarterly Journal of Political Science*, *Rationality and Society Journal*, *Review of Economics and Statistics* (2), *Review of Economic Studies* (11), *Review of Environmental Economics and Policy*, the Austrian Science Fund (4), Autonomous Province of Bolzano - South Tyrol, the Canadian Social Sciences and Humanities Research Council, the European Research Council, the Israel Science Foundation (2), the Swiss National Science Foundation (2), the UK Economic Social and Research Council, and the U.S. National Science Foundation (21)

INVITED CONFERENCES

Symposium on Incentives and Identity in Organization, Toulouse, June, 2012

Field Days: Experiments Outside the Lab, WBZ, Berlin, June, 2012
LABEL Conference, USC, May, 2012
Rady Deception Conference, UCSD, April, 2012
2012 Royal Economic Society Meetings, Cambridge, UK, March, 2012
2012 Santa Barbara Conference on Experimental and Behavioral Economics, Santa Barbara, California, February, 2012
AWI Workshop on "Behavioral Economics and Life-span Changes in Decision Making," Heidelberg, December, 2011 (*keynote speaker*)
EWEBE Conference, Munich, November, 2011
CESifo Behavioral and Experimental Conference, Munich, October, 2011
Stanford Institute for Theoretical Economics (Experimental Economics), Stanford, California, September, 2011
Gender and Competition Workshop, Innsbruck, May, 2011
The Determinants and Implications of Prosocial Behaviour, University of Southampton, May, 2011 (*keynote speaker*)
USC Conference on Game Theory in Law, Business and Political Economy, Los Angeles, October, 2010
Stanford Institute for Theoretical Economics (Psychology and Economics), Stanford, California, September, 2010
Behavioral and Quantitative Game Theory Conference on Future Directions, Newport Beach, California, May, 2010
Second Annual Behavioral Economics Conference, Cornell, Ithaca, New York, May, 2010
Information, Communication and Competition Conference, Amsterdam, April, 2010 (*keynote speaker*)
International Meeting on Experimental and Behavioral Economics, Bilbao, Spain, April, 2010 (*keynote speaker*)
2010 Santa Barbara Conference on Experimental and Behavioral Economics, Santa Barbara, California, February, 2010
European Science Foundation Exploratory Workshop, Barcelona, December, 2009
Handbook of Labor Economics Conference, Berkeley, California, November, 2009
Stanford Institute for Theoretical Economics (Experimental Economics), Stanford, California, August, 2009
Stanford Institute for Theoretical Economics (Psychology and Economics), Stanford, California, August, 2009
Conference on Individual Decision-making: A Behavioral Approach, Tel Aviv, Israel, June, 2009
European Science Foundation Exploratory Workshop on Individual and Team Decisions in Economics, Innsbruck, Austria, December, 2008
European Workshop on Experimental and Behavioral Economics, Innsbruck, Austria, December, 2008
European ESA Meetings, Lyon, France, September, 2008 (*keynote speaker*)
Workshop in Applied Microeconomics, St. Andrews, Scotland, September, 2008
ENABLE Conference on Economics and Psychology, Amsterdam, The Netherlands, March, 2008
2008 Santa Barbara Conference on Experimental and Behavioral Economics, Santa

Barbara, California, February, 2008
 European Workshop on Experimental and Behavioral Economics, Lyon, France,
 December, 2007
 Arne Ryde Symposium on Communication in Games and Experiments, Lund, Sweden,
 August, 2007
 Psychology and Economics, Munich, Germany, June, 2006
 Caltech Mini-conference on Political Economy, Pasadena, California, February, 2006
 Communications and Incentives Workshop, Santa Barbara, California, February, 2006
 Stanford Institute for Theoretical Economics (Experimental Economics), Stanford,
 California, August, 2005
 Conference on Labour and Econometrics, Sydney, Australia, August, 2005 (*keynote
 speaker*)
 Conference on Economics and Psychology, Toulouse, France, June, 2005
 Workshop on Utility and Inequality, Paris, France, June, 2005
 New and Alternative Directions for Learning Workshop, Carnegie Mellon University,
 Pittsburgh, August, 2004
 Stanford Institute for Theoretical Economics (Experimental Economics), Stanford,
 California, August, 2004
 Stanford Institute for Theoretical Economics (Psychology and Economics), Stanford,
 California, August, 2004
 Decentralization Conference, Duke University, Durham, North Carolina, April, 2004
 Stanford Institute for Theoretical Economics (Contract Theory), Stanford, California,
 August, 2003
 UCLA Experimental Mini-conference, Los Angeles, California, April, 2003
 Harvard Business School Strategy Conference, Boston, Massachusetts, September, 2002
 Behavioral Research Council Conference on Behavioral Economics, Great Barrington,
 Massachusetts, July, 2002
 Bonn Workshop on Behavioral Contract Theory, Bonn, Germany, June, 2002
 USC/Caltech Conference on Behavioral Law and Economics, Los Angeles, California,
 June, 2001
 Technion University Workshop on Experimental Economics, Haifa, Israel, April, 2000
 Russell Sage Foundation Summer Reunion, Berkeley, California, August, 1999
 Graduate Student Workshop in Experimental Economics, Tucson, Arizona, August, 1995
 Russell Sage Foundation Summer Reunion, Berkeley, California, August, 1995
 Russell Sage Foundation Summer Institute in Behavioral Economics, Berkeley,
 California, July, 1994

MEDIA COVERAGE

The Bottom Line (UCSB) May 30, 2011, "Be Well-prepared for the Job Market,"
<http://thebottomline.as.ucsb.edu/2011/05/be-well-prepared-for-the-job-market>
 Santa Barbara New Press, March 13, 2011, p. 5, "Professor Analyzes Workplace
 Citizenship,"
[http://www.newspress.com/Top/Article/article.jsp?Section=LOCAL&ID=5661063385
 77481780](http://www.newspress.com/Top/Article/article.jsp?Section=LOCAL&ID=566106338577481780)
 Financial Times of London, in "Something for the Weekend,"
<http://www.ft.com/cms/s/2/1e099bbe-4bd3-11e0-9705->

00144feab49a.dwp_uuid=99b6cfd6-8e8a-11df-964e-00144feab49a.html#axzz1GWACyr5Q
 KCLU radio interview, March 10, 2011,
http://kclu.org/news/local/story.php?story_id=898
 New York Times, June 15, 2010, in “Should People Be Paid to Stay Healthy?,”
<http://roomfordebate.blogs.nytimes.com/2010/06/14/should-people-be-paid-to-stay-healthy/>
 New York Times, March 26, 2010, in “Carrots, Sticks, and Lower Premiums,”
<http://www.nytimes.com/2010/03/28/business/28unbox.html?scp=1&sq=charness&st=cse>
 TechRepublic.com, December 16, 2009,
<http://blogs.techrepublic.com.com/career/?p=1594&tag=content:leftCol>
 New York Times Magazine, “Year in Ideas”, December 13, 2009, p. 55
<http://www.nytimes.com/projects/magazine/ideas/2009/#m>
 International Herald Tribune, December 12, 2009, p. 12
 Economic Logic, April 1, 2009
 (<http://economiclogic.blogspot.com/2009/04/little-money-gets-people-toexercise-in.html#links>)
 Sydney Morning Herald, March 31, 2009,
<http://www.smh.com.au/opinion/bonus-works-for-couch-potatoes20090331-9i7s.html>
 Moneysense, February/March, 2008, p. 7
 Christian Science Monitor, February 13, 2006
 (<http://www.csmonitor.com/2006/0213/p13s01-wmgn.html>)
 Santa Barbara News-Press, September 21, 2005
 (<http://www.newspress.com/Top/Article/article.jsp?Section=LOCAL&ID=564527371160518657&Archive=true>)
 Pour La Science (French edition of Scientific American), November, 2002, p. 6