

## **Kfir Eliaz**

*Amnon Ben-Natan Professor of Economics*

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## **Education**

Tel-Aviv University, Eitan Berglas School of Economics, Tel-Aviv.

1996-2001      Ph.D., Economics, *with distinction*  
1994-1995      M.A., Economics, *Magna-Cum-Laude*  
1991-1994      B.A., Economics and Management, *Summa-Cum-Laude*

## **Academic Positions**

NHH (Norwegian School of Economics)

07/23 – 07/25      Visiting Professor

UNIVERSITY OF UTAH

09/18 – 08/24      Visiting Professor

COLUMBIA UNIVERSITY

09/18 – 08/19      Wesley Clair Mitchel Visiting Professor

TEL-AVIV UNIVERSITY

2022 – present      Chair, School of Economics

2015 – present Amnon Ben-Natan Professor of Economics  
2013 – 2015 Professor

#### AARHUS UNIVERSITY

2017 – 2018 Visiting Professor

#### UNIVERSITY OF MICHIGAN

2013 – 2017 Visiting Professor

#### BROWN UNIVERSITY

2011-2012 Professor

2007-2010 Associate Professor (with tenure)

#### NEW YORK UNIVERSITY

2001-2007 Assistant Professor

#### EDITORSHIP

2012-2024 *Theoretical Economics*, Associate Editor

2014-present *Journal of Economic Theory*, Associate Editor

2014-2024 *Games & Economic Behavior*, Associate Editor

#### CONFERENCE ORGANIZATION

Program Co-Chair, European Summer Meeting of the Econometric Society 2017

#### AWARDS & FELLOWSHIPS

2024 *Elected Fellow of the Society for Advancement of Economic Theory (SAET)*

2024 *Elected Fellow of the Econometric Society*

2023 *The Landau Prize in Arts & Sciences*

2023-2029 *Elected member to the Council of the Game Theory Society*

2015 *The Kadar Family Award*  
1998-1999 *The European Commission Marie Currie Fellowship*

## GRANTS

2024-2027 *Israel Science Foundation. "The Media as a Source of Narratives & Information"*  
2023-2026 *Binational Science Foundation, "A Bayesian Approach to Privacy" (joint with Ran Eilat and Xiaosheng Mu)*  
2019-2022 *Israeli Science Foundation, "Strategic Datasets and Competing Narratives"*  
2016-2019 *Israeli Science Foundation, "Strategic Scheduling of Information Acquisition"*  
2013-2016 *Israel Science Foundation, "Theoretical Aspects of E-Commerce"*  
(joint with Ran Spiegler)  
2013-2016 *US-Israel Binational Science Foundation, "Incentives in Collective Decisions"*  
(joint with Geoffroy de Clippel)  
2013-2016 *Marie Curie Career Integration Grant, "Reference-Dependence and Labor Market Fluctuations"*  
2007-2010 *NSF, "Mechanism Design with Diversity of Opinion" (joint with Ran Spiegler)*  
2004-2006 *NSF, "Group Polarization" (joint with Debraj Ray & Ronny Razin)*  
2003-2005 *US-Israel Binational Science Foundation (joint with Ran Spiegler)*

## PUBLICATIONS (In reverse chronological order)

1. "False Narratives and Political Mobilization," joint with Simone Galperti and Ran Spiegler. *Journal of the European Economic Association*. Forthcoming.
2. "On Optimal Scheduling," joint with Daniel Fershtman and Alex Frug. *AEJ: Microeconomics*. Forthcoming.
3. "How Do Shoppers Respond to Noisy Signals on Price Changes? Evidence from a Field Experiment in Online Supermarket Shopping," joint with Orli Oren-Kolbinger and Sarit Weisburd. *Journal of Industrial Economics* 72(2), pp. 965-995 (June 2024).
4. "Should Humans Lie to Machines? The Incentive Compatibility of Lasso and GLM Structured Sparsity Estimators," joint with Mehmet Caner. *Journal of Business & Economic Statistics*, 42(4), pp. 1379–1388 (March 2024).

5. "Toxic Types and Infectious Communication Breakdown," joint with Alex Frug. *Games and Economic Behavior*, Vol. 142, pp. 718-729 (November 2023).
6. "Collective Information Acquisition", joint with Ran Eilat. *Journal of the European Economic Association*, Vol. 21, No. 4, pp. 1269–1317 (August 2023) – **Lead Article**
7. "Capability Building in Sluggish Organizations", joint with Ran Spiegler. *Management Science*. Vol. 69, No. 3, pp. 1703-1713 (March 2023).
8. "On Incentive Compatible Estimators", joint with Ran Spiegler. *Games and Economic Behavior*. Vol. 132, pp. 204-220 (March 2022).
9. "Cheating with Models", joint with Ran Spiegler and Yair Weiss. *American Economic Review: Insights*. Vol. 3, No. 4, pp. 417-434 (December 2021).
10. "Bayesian Privacy", joint with Ran Eilat and Xiaosheng Mu. *Theoretical Economics*. Vol. 16, No. 4, pp. 1557-1663 (November 2021).
11. "On Persuasion with Endogenous Misspecified Beliefs", joint with Ran Spiegler and Heidi Thysen. *European Economic Review*, Vol. 134 (May 2021).
12. "On Selecting the Right Agent", joint with Geoffroy de Clippel, Daniel Fershtman and Kareen Rozen. *Theoretical Economics*, Vol. 16, No. 2, pp. 381-402 (May 2021).
13. "Strategic Interpretations", joint with Ran Spiegler and Heidi Thysen. *Journal of Economic Theory*, Volume 192 (March 2021).
14. "A Model of Competing Narratives", joint with Ran Spiegler. *American Economic Review*, Vol. 110, No. 12, pp. 3786–3816 (December 2020).
15. "Incentive Compatible Advertising on Non-Retail Platforms", joint with Ran Spiegler, *Rand Journal of Economics*, Vol. 52, No. 2, pp. 323-345 (Summer 2020) – **Lead article**
16. "The Model Selection Curse", joint with Ran Spiegler, *American Economic Review: Insights*, Vol. 1 (2): 127-40 (September 2019) – **Lead article**.
17. "A Simple Model of Competition Between Teams", joint with Qinggong Wu, *Journal of Economic Theory*, Vol. 176, pp. 372-392 (July 2018).
18. "Managing Intrinsic Motivation in a Long-Run Relationship", joint with Ran Spiegler, *Economics Letters*, Vol. 165, pp. 6-9 (April 2018).
19. "Bilateral Trade with Strategic Gradual Learning", joint with Alex Frug, *Games and Economic Behavior*, Vol. 107, pp. 380-395 (January 2018).
20. "Search Design and Broad Matching," joint with Ran Spiegler, *American Economic Review*, Vol. 106, pp. 563-86 (March 2016).
21. "Multidimensional Ellsberg", joint with Pietro Ortoleva, *Management Science* Vol. 62(8). pp. 2179-2197 (August 2016).
22. "Beyond 'Ellison's Matrix': New Directions in Behavioral Industrial Organization", joint with Ran Spiegler, *Review of Industrial Organization*, Vol. 47, pp. 259-272 (November 2015, special issue on Behavioral Industrial Organization).

23. "Strategic Disclosure of Feasible Options", joint with Geoffroy de Clippel, *Games & Economic Behavior*, Vol. 91, pp. 145-165 (May 2015).
24. "Premise-Based vs. Outcome-Based Information Aggregation", joint with Geoffroy de Clippel, *Games & Economic Behavior*, Vol. 89, pp. 34-42 (January 2015).
25. "X-Games", joint with Ran Spiegler, *Games and Economic Behavior*, Vol. 89, 93-100 (January 2015).
26. "Information Disclosure to Cournot Duopolists", joint with Françoise Forges, *Economics Letters*, Vol. 126, pp. 167-170 (January 2015).
27. "Competing for Consumer Inattention", joint with Geoffroy de Clippel and Kareen Rozen, *Journal of Political Economy* Vol. 122(6), pp. 1203-1234 (December 2014) – **Lead article**.
28. "A Model of Boundedly Rational 'Neuro' Agents", joint with Ariel Rubinstein, *Economic Theory*, Volume 57(3), 515-528 (November 2014).
29. "On the Selection of Arbitrators", joint with Geoffroy de Clippel and Brian Knight, *American Economic Review*, Volume 194(11), 3434-58 (November 2014).
30. "On the Fairness of Random Procedures", joint with Ariel Rubinstein, *Economics Letters*, Volume 123(2), 168-170 (May 2014).
31. "Reference-Dependent Preferences and Labor Market Fluctuations", joint with Ran Spiegler, *NBER Macroeconomic Annual 2013*, Volume 28.
32. "Sending Information to Interactive Receivers Playing a Generalized Prisoners' Dilemma", joint with Roberto Serrano, *International Journal of Game Theory*, Volume 43(2), 245-267 (May 2014) – **Lead article**.
33. "Reason-Based Choice: A Bargaining Rationale for the Attraction and Compromise Effects", joint with Geoffroy de Clippel, *Theoretical Economics*, Vol.7(1), 125–162 (January 2012).
34. "A Simple Model of Search Engine Pricing", joint with Ran Spiegler, *Economic Journal*, Vol. 121(556), F329--F339 (November 2011).
35. "On the Strategic Use of Attention Grabbers", joint with Ran Spiegler, *Theoretical Economics*, Vol. 6(1), 127–155 (January 2011).
36. "Consideration Sets and Competitive Marketing", joint with Ran Spiegler, *Review of Economic Studies*, Vol. 78(1), 235–262 (January 2011).
37. "Paying for Confidence: An Experimental Study of the Demand for Non-Instrumental Information", joint with Andrew Schotter, *Games & Economic Behavior*, Vol. 70(2), 304-324 (November 2010).
38. "Choosing the Two Finalists", joint with Michael Richter and Ariel Rubinstein, *Economic Theory*, Vol. 46(2), 211-219 (February 2011).
39. "Edgar Allan Poe's Riddle: Framing Effects in Repeated Matching Pennies Games", joint with Ariel Rubinstein, *Games & Economic Behavior*, Vol. 71(1), 88-99 (January 2011) - special issue in honor of John Nash.

40. "Bargaining over Bets", joint with Ran Spiegler, *Games & Economic Behavior*, Vol. 66(1), 78-97 (2009).
41. "Consumer Optimism and Price Discrimination" joint with Ran Spiegler, *Theoretical Economics*, Vol. 3, 459-497 (2008).
42. "Optimal Speculative Trade Among Large Traders", joint with Ran Spiegler, *Review of Economic Design*, Vol. 12(1), 45-74 (April 2008).
43. "Creating Competition Out of Thin Air: An Experimental Study of Right-to-Choose Auctions", joint with Theo Offerman and Andrew Schotter, *Games & Economic Behavior* 62(2), 383-416 (March 2008).
44. "Experimental Testing of Intrinsic Preferences for Non-Instrumental Information", joint with Andrew Schotter, *American Economic Review (Papers and Proceedings)*, Vol. 97(2), 166-169 (May 2007).
45. "A Mechanism Design Approach to Speculative Trade", Joint with Ran Spiegler, *Econometrica*, Vol. 75(3), 875-884 (May 2007).
46. "Group Decision-Making in the Shadow of Disagreement", joint with Debraj Ray and Ronny Razin, *Journal of Economic Theory*, Vol. 132(1), 236-273 (January 2007).
47. "Choice Shifts in Groups: A Decision-Theoretic Basis", joint with Debraj Ray and Ronny Razin, *American Economic Review*, Vol. 96(4), 1321-1332 (September 2006).
48. "Contracting with Diversely Naive Agents", joint with Ran Spiegler, *Review of Economic Studies*, Vol. 73(3), 689-714 (July 2006).
49. "Can Anticipatory Feelings Explain Anomalous Choices of Information Sources?", joint with Ran Spiegler, *Games & Economic Behavior*, Vol. 56(1), 87-104 (July 2006).
50. "Indifference or Indecisiveness? Choice Theoretic Foundations of Incomplete Preferences", joint with Efe Ok, *Games & Economic Behavior*, Vol. 56(1), 61-86 (July 2006).
51. "Social Aggregators", *Social Choice and Welfare*, Vol. 22(2), 317-330 (April 2004).
52. "AIDS Policy and Psychology: A Mechanism-Design Approach", joint with Andrew Caplin, *Rand Journal of Economics*, Vol. 34(2), 631-646 (Winter 2003).
53. "Nash Equilibrium When Players Account for the Complexity of their Forecasts", *Games & Economic Behavior*, Vol. 44(2), 286-310 (August 2003).
54. "Fault Tolerant Implementation", *Review of Economic Studies*, Vol. 69(3), 589-610 (July 2002).

#### WORKING PAPERS

1. "Rational Misspecification: Framework & Applications", joint with Ran Eilat
2. "Clerks", joint with Daniel Fershtman & Alex Frug.
3. "Privacy Preserving Auctions", joint with Ran Eilat & Xiaosheng Mu.
4. "News Media as Suppliers of Narratives (and Information)", joint with Rani Spiegler.

5. "Behavioral Spillovers from Promoting Healthier Consumer Choices", joint with Mathias Barlose, Neil Thakral & Sarit Weidburd.

#### PRESENTATIONS IN WORKSHOPS & CONFERENCES (since 2013)

- 2013 NBER Macroeconomic Annual Conference, University of Aarhus (Denmark), University of Copenhagen (Denmark), Decision: Theory, Experiments and Applications (D-TEA) annual workshop (Paris, France), Focus session in ESSET - European Summer Symposium in Economic Theory (Gerzensee, Switzerland), University of Bonn.
- 2014 Johns Hopkins, Pompeu-Fabra (Barcelona), BRIC – Bounded Rationality In Choice (Barcelona), Focus session in ESSET - European Summer Symposium in Economic Theory (Gerzensee, Switzerland), NYU Economics, Microsoft Research, Columbia, NYU Stern, Ohio State University, Northwestern, University of Texas at Austin, Advances in Behavioral Game Theory (UCL).
- 2015 University of Arizona, Universitat Autònoma (Barcelona), University of Toronto, University of British Columbia.
- 2016 Washington University in St. Louis, University of Zurich, Cambridge University, Oxford University, Paris School of Economics, NSF Decentralization Conference (Brown University), Market Design in Israel (Bar-Ilan University), NYU
- 2017 European University Institute (Florence), Michigan State University, University of Miami, Conference on Social Networks and Information (Johns Hopkins), Utah State University, Applied Behavioral Economics Workshop (University of Zurich), Limited Reasoning, Cognition and Coordination (Pompeu Fabra), University of Chicago, UCL, LSE, University of Essex.
- 2018 Workshop in Behavioral Economics 2018 (Frankfurt School of Finance and Management), Bocconi University, Warwick Theory Workshop, ESSET -- European Summer Symposium in Economic Theory (Gerzensee, Switzerland), Boston College, Columbia University, University of Bonn (Briq), Johns Hopkins, University of Pennsylvania.
- 2019 Simon Fraser University, 2nd Annual East Coast Behavioral/Experimental Workshop, Princeton University.
- 2020 Utah State University, UK Workshop in Economic Theory, University of East Anglia Behavioral Game Theory Workshop, University of Michigan, Oxford University.

- 2021 University of Texas (Austin), CREST, UCLA, Singapore Management University, GAMES 2021 World Congress (semi-plenary talk).
- 2022 Global Seminar on Contests & Conflict, Emory University, NHH Norwegian School of Economics, joint Toronto-Humboldt workshop on economic theory, ESSET -- European Summer Symposium in Economic Theory (Gerzensee, Switzerland).
- 2023 Workshop on Behavior and strategies in communication and information design (HEC Paris), Behavioral Political Economy Workshop (LSE, London), Nordic Theory Workshop (Bergen, Norway), SAET (Paris), University of Pennsylvania, USC Marshall School of Business, Pittsburgh University.
- 2024 ESSET -- European Summer Symposium in Economic Theory (Gerzensee, Switzerland), Penn State University, University of Maryland, Georgetown, Kings College London, Queen Mary, LSE, Berlin Micro Theory Seminar.

## TEACHING

Graduate microeconomic theory (NYU, Brown, TAU, University of Utah)

Graduate game theory (University of Michigan)

Graduate topics in bounded rationality (TAU, Aarhus University, Columbia, NHH)

Undergraduate market design (TAU)