

Ran Spiegler

Curriculum Vitae

Education

- 1999 Ph.D. in Economics (with distinction), Tel-Aviv University
- 1994 M.A. in Economics (Summa cum Laude), Tel-Aviv University
- 1992 B.A. in Economics and Accounting (Magna cum Laude), Tel-Aviv University

Academic Positions Held

- 2014 - Aaron Rubinstein Professor of Economics, Tel Aviv University
- 2009 - Professor, Tel Aviv University
- 2006 - Professor, University College London
- 2006 - 2009 Associate Professor, Tel Aviv University
- 2004 - 2006 Senior lecturer, School of Economics, Tel Aviv University
- 2001 - 2004 Lecturer, School of Economics, Tel Aviv University
- 2000 - 2001 Member, School of Social Science, Institute for Advanced Study, Princeton, NJ,
- 1999 - 2000 Prize Research Fellow, Nuffield College, Oxford

Visiting Positions

- London School of Economics, visiting lecturer, Fall 2003
- BRIQ institute, visiting researcher, Fall 2017
- BRIQ institute, visiting professor, 2019 -

Publications

Books

Bounded Rationality and Industrial Organization (2011), Oxford University Press.

Articles

1. “Extracting Interaction-Created Surplus” (2000), *Games and Economic Behavior* 30 (1), 142-162
2. “Inferring a Linear Ordering over a Power Set” (2001), *Theory and Decision* 51 (1), 31-49.
3. “Equilibrium in Justifiable Strategies: A Model of Reason-based Choice in Extensive-Form Games” (2002), *Review of Economic Studies* 69 (3), 691-706.
4. “Rationalizing Choice Functions by Multiple Rationales” (2002), joint with Gil Kalai and Ariel Rubinstein, *Econometrica* 70 (6), 2481-2488.
5. “Simplicity of Beliefs and Delay Tactics in a Concession Game” (2004), *Games and Economic Behavior* 47 (1), 200-220.
6. “Testing Threats in Repeated Games” (2005), *Journal of Economic Theory* 121 (2), 214-235.
7. “Argumentation in Multi-Issue Debates” (2006), *Social Choice and Welfare* 26 (2), 385-402.
8. “Can Anticipatory Feelings Explain Anomalous Attitudes to Information?” (2006), joint with Kfir Eliaz, *Games and Economic Behavior* 56, 87-104.
9. “Competition over Agents with Boundedly Rational expectations” (2006), *Theoretical Economics* 1 (2), 207-231.
10. “Contracting with Diversely Naïve Agents” (2006), joint with Kfir Eliaz, *Review of Economic Studies* 73 (3), 689-714.
11. “The Market for Quacks” (2006), *Review of Economic Studies* 73 (4), 1113-1131.
12. “A Mechanism Design Approach to Speculative Trade” (2007), joint with Kfir Eliaz, *Econometrica* 75 (3), 875-884.

13. "Money Pumps in the Market" (2008), joint with Ariel Rubinstein, *Journal of the European Economic Association* 6 (1), 237-253.
14. "Contradiction as a Form of Contractual Incompleteness" (2008), joint with Dana Heller, *Economic Journal* 118, 875-888.
15. "Optimal Speculative Trade among Large Traders" (2008), joint with Kfir Eliaz, *Review of Economic Design* 12, 45-74.
16. "Comments on the Potential Significance of Neuroeconomics for Economic Theory" (2008), *Economics and Philosophy* 24, 515-521.
17. "Consumer Optimism and Price Discrimination" (2008), joint with Kfir Eliaz, *Theoretical Economics* 3, 459-497.
18. "On Two Points of View regarding Revealed Preferences and Behavioral Economics" (2008), pp. 95-115 in *Perspectives on the Future of Economics: Positive and Normative Foundations. Handbook of Economic Methodology*, Vol. 1, ed. A. Caplin and A. Schotter, Oxford University Press.
19. "Bargaining over Bets" (2009), joint with Kfir Eliaz, *Games and Economic Behavior* 66, 78-97.
20. "Consideration Sets and Competitive Marketing" (2011), joint with Kfir Eliaz, *Review of Economic Studies* 78, 235-262.
21. "On the Strategic Use of Attention Grabbers" (2011), joint with Kfir Eliaz, *Theoretical Economics* 6, 127-155.
22. "'But can't we Get the Same Thing with a Standard Model?' Rationalizing Bounded-Rationality Models" (2011), *Economics and Philosophy* 27, 23-43.
23. "A Simple Model of Search Engine Pricing" (2011), joint with Kfir Eliaz, *Economic Journal* 121, 329-339.
24. "Discussion of 'Behavioral' Decision Theory" (2011), forthcoming in *Advances in Economic Theory (2010 World Congress of the Econometric Society)*.
25. "Monopoly Pricing when Consumers are Antagonized by Unexpected Price Increases: A "Cover Version" of the Heidhues-Koszegi-Rabin Model" (2012), *Economic Theory* 51, 695-711.
26. "Consumer Bounded Rationality and Rigidity/Flexibility Retail Price Patterns" (2012), *Economics Letters* 116, 335-338.

27. "Price Competition under Limited Comparability" (2012), joint with Michele Piccione, *Quarterly Journal of Economics* 127, 97-135.
28. "Placebo Reforms" (2013), *American Economic Review* 103, 1490-1506.
29. "Reference Dependence and Labor-Market Fluctuations" (2013), joint with Kfir Eliaz, *NBER Macroeconomics Annual* 2013, Vol. 28, 159-200.
30. "Competitive Framing" (2014), *American Economic Journal: Microeconomics* 6, 35-58.
31. "Manipulating Market Sentiment" (2014), joint with Michele Piccione, *Economics Letters* 122, 370-373.
32. "X-Games" (2015), joint with Kfir Eliaz, *Games and Economic Behavior* 89, 93-100.
33. "Agility in Repeated Games: An Example" (2015), *Economics Letters* 131, 47-49.
34. "Beyond Ellison's Matrix: New Directions in Behavioral Industrial Organization" (2015), joint with Kfir Eliaz, *Review of Industrial Organization* 47, 259-272.
35. "On the Equilibrium Effects of Nudging" (2015), *Journal of Legal Studies* 44, 389-416.
36. "Search Design and Broad Matching" (2016), joint with Kfir Eliaz, *American Economic Review* 106, 563-586.
37. "Bayesian Networks and Boundedly Rational Expectations" (2016), *Quarterly Journal of Economics* 131, 1243-1290.
38. "Choice Complexity and Market Competition" (2016), *Annual Review of Economics* 8, 1-25.
39. "Data Monkeys: A Procedural Mode of Extrapolation from Partial Statistics" (2017), *Review of Economic Studies* 84, 1818-1841.
40. "Buridanic Competition" (2018), joint with Benjamin Bachi, *Games and Economic Behavior* 107, 298-315.
41. "Managing Intrinsic Motivation in a Long-Run Relationship" (2018), joint with Kfir Eliaz, *Economics Letters* 165, 6-9.
42. "Behavioral Economics and the Atheoretical Style" (2019), *American Economic Journal: Microeconomics* 11, 173-194.

43. “The Model Selection Curse” (2019), joint with Kfir Eliaz, *American Economic Review: Insights* 1, 127-140.
44. “Behavioral Implications of Causal Misperceptions” (2020), *Annual Review of Economics* 12, 81-106.
45. “Incentive-Compatible Advertising on Non-Retail Platforms” (2020), joint with Kfir Eliaz, *Rand Journal of Economics* 51, 323-345.
46. “Can Agents with Causal Misperceptions be Systematically Fooled?” (2020), *Journal of the European Economic Association* 18, 583-617.
47. “A Simple Model of a Money-Management Market with Rational and Extrapolative Investors” (2020), *European Economic Review* 127, article 103488.
48. “A Model of Competing Narratives” (2020), joint with Kfir Eliaz, *American Economic Review* 110, 3786-3816.
49. “Strategic Interpretations” (2021), joint with Kfir Eliaz and Heidi Thysen, *Journal of Economic Theory* 192, article 105192.
50. “Persuasion with Endogenous Misspecified Beliefs” (2021), joint with Kfir Eliaz and Heidi Thysen, *European Economic Review* 134, article 103712.
51. “Cheating with Models” (2021), joint with Kfir Eliaz and Yair Weiss, *American Economic Review: Insights* 3, 417-434.
52. “Modeling Players with Random "Data Access"” (2021), *Journal of Economic Theory* 198, article 105374.
53. “On Incentive-Compatible Estimators” (2022), joint with Kfir Eliaz, *Games and Economic Behavior* 132, 204-220.
54. “Capability Building in Sluggish Organizations” (2022), joint with Kfir Eliaz, *Management Science*, forthcoming.
55. “On the Behavioral Consequences of Reverse Causality” (2022), *European Economic Review*, forthcoming.

Working Papers

1. “False Narratives and Political Mobilization” (2022), joint with Kfir Eliaz and Simone Galperti

2. “Representative Sampling Equilibrium” (2022), joint with Tuval Danenberg

Grants, Honors and Fellowships

- 2021 Elected fellow of the Society for the Advancement of Economic Theory
- 2021 Elected member of the council of the Game Theory Society
- 2017 Yrjo Jahnsson Award
- 2016-22 ERC Advanced Investigator Grant No. 692995,
"Bayesian Networks and Non-Rational Expectations"
- 2014 Elected fellow of the Econometric Society
- 2013 Michael Bruno Award
- 2013-15 ISF Grant No. 1153/13, "Theoretical Aspects of E-Commerce: (1)
Networks of search platforms, and (2) Identification of boundedly rational
choice models using online search data" (joint with Kfir Eliaz)
- 2013-14 ESRC Grant ES/L003031/1, "Games between Diversely Sophisticated
Players"
- 2008-14 ERC Advanced Investigator Grant No. 230251,
"Bounded Rationality in Industrial Organization",
- 2006-8 NSF Grant SES 0611938, "Mechanism Design with Diversity of Opinion"
(joint with Kfir Eliaz, NYU)
- 2005-7 ISF Grant No. 87/05, "Markets and Boundedly Rational Expectations"
- 2004-5 Member in the forum for young faculty in the social sciences and the
humanities, the Israeli Academy of Sciences and Humanities
- 2003-6 BSF Grant No. 2002298, "Incentive Theory under Dynamically
Inconsistent Preferences; and Utility from Beliefs"
(joint with Kfir Eliaz, NYU)
- 2001-4 Alon Fellowship
- 1999 Rothschild Fellowship

Selected Invited Lectures

- 2023 Summer School of the Econometric Society, Tokyo (invited)

- 2023 Summer School in Economic Theory, Hebrew University (invited)
- 2023 Invited lecture, Econometric Society European Meeting, Barcelona (invited)
- 2019 Winter School of the Econometric Society, Delhi
- 2018 Summer School of the Econometric Society, Singapore
- 2017 Invited lecture, Econometric Society European Winter Meeting, Barcelona
- 2017 Invited session, Econometric Society European Meeting, Lisbon
- 2016 Keynote speaker, CESifo behavioral economics conference
- 2016 Invited Session, EARIE conference, Lisbon
- 2016 Invited Session, Econometric Society North American Meeting, Philadelphia
- 2014 Keynote speaker, ADRES doctoral conference, Paris
- 2013 Summer School of the Econometric Society, Seoul
- 2012 Invited session, Game Theory Society World Congress, Istanbul
- 2012 Invited Session, Econometric Society European Meeting, Malaga

Membership in Editorial boards

Theoretical Economics (2017-2021), Editor

Theoretical Economics (2015-2017), Co-Editor

Theoretical Economics (2006-2015, 2021 -), Associate Editor

Journal of Economic Theory (2013-2015), Associate Editor

American Economic Journal: Microeconomics (2012-2015), Associate Editor

Journal of the European Economic Association (2009-2010), Associate Editor

Review of Economic Studies (2003-2010), Associate Editor

Non-Academic Experience

1993 - 1998 *Israeli Defense Forces*, economic analyst