

# **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 - 2023

## Publications

### Books

1. *Bounded Rationality and Industrial Organization* (2011), Oxford University Press.
2. *The Curious Culture of Economic Theory* (2024), MIT 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 Economy Theory* 198, article 105374.
53. “On Incentive-Compatible Estimators” (2022), joint with Kfir Eliaz, *Games and Economic Behavior* 132, 204-220.
54. “On the Behavioral Consequences of Reverse Causality” (2022), *European Economic Review* 149, article 104258.
55. “Capability Building in Sluggish Organizations” (2023), joint with Kfir Eliaz, *Management Science* 69.3, 1703-1713.
56. “False Narratives and Political Mobilization” (2025), joint with Kfir Eliaz and Simone Galperti, *Journal of the European Economic Association* 23, 983-1027.
57. “Behavioral Causal Inference” (2025), *Review of Economic Studies*, forthcoming.

58. “A Representative-Sampling Model of Stochastic Choice” (2025), joint with Tuval Danenberg, *Journal of Political Economy: Microeconomics*, forthcoming.

## Working Papers

1. “Identifying Assumptions and Research Dynamics” (2024), joint with Andrew Ellis
2. “News Media as Suppliers of Narratives (and Information)” (2024), joint with Kfir Eliaz
3. “Competitive Markets with Partially Discerning Consumers (2024), joint with Yair Antler
4. “Monopolistic Data Dumping” (2025), joint with Kfir Eliaz
5. “Machine-Learning to Trust” (2025)

## Grants and Honors

2024	Elected member of the council of the European Economic Association
2024	Kadar award
2023-2028	UKRI Horizon Europe Guarantee Grant EP/Y033361/1, “Strategic Interactions with Machine-Learning Algorithms: The Role of Simple Beliefs”
2023-2027	Leverhulme Trust research grant RPG-2023-120, “Modeling the Role of Narratives in Economics”
2021	Elected fellow of the Society for the Advancement of Economic Theory
2021	Elected member of the council of the Game Theory Society
2021-2025	ISF Grant no. 320/21, “Behavioral Causal Inference”
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

2025	Keynote speaker, European Association of Young Economists conference, London
2024	Atkinson lecture, University of Essex
2023	Summer School of the Econometric Society, Tokyo
2023	Summer School in Economic Theory, Hebrew University
2023	Invited lecture, Econometric Society European Meeting, Barcelona
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

## Professional Service

Member of the Econometric Society's European Standing Committee (2024-2027)

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