

Bradley J. Ruffle

Contact Information

Department of Economics, KTH 436
 McMaster University
 1280 Main St. West
 Hamilton, ON
 CANADA L8S 4M4
 tel. (905) 525-9140 ext. 23807
 email: ruffleb@mcmaster.ca

Online Academic Profiles

[university website](#)

[personal website](#)

Repec profile: <https://ideas.repec.org/e/pru21.html>

Google Scholar profile: <https://scholar.google.ca/citations?user=E5921fUAAAAAJ&hl=en>

Mendeley profile: <https://www.mendeley.com/profiles/bradley-ruffle/>

Research Interests

Experimental Economics
 Behavioral Economics
 Industrial Organization

Education

<u>date</u>	<u>Institute</u>	<u>Degree</u>	<u>Areas of Specialization</u>
1996	Princeton University	Ph.D.	Economics
1993	Princeton University	M.A.	Economics
1991	York University, Glendon College, Canada	B.A.	Mathematics and Economics

Dissertation Title: “The Role of Emotions, Fairness and Strategic Behavior in Interactive Decision-Making”.

Dissertation Advisors: Avinash Dixit, Daniel Kahneman and Timothy Van Zandt.

Employment History: Full-Time Positions

<u>from-to</u>	<u>Institution, Position</u>
July 2019 – present	McMaster University, Department of Economics, Full Professor
July 2017 – June 2019	Wilfrid Laurier University, Department of Economics, Full Professor
July 2013 – June 2017	,Wilfrid Laurier University, Department of Economics Associate Professor
Dec. 2011 – June 2014	Ben-Gurion University, Department of Economics, Associate Professor (equivalent to Full Professor)

Apr. 2004 – Nov. 2011	Ben-Gurion University, Department of Economics, Senior Lecturer (equivalent to Associate Professor) (tenured Oct. 2004)
Apr. 1998 – Mar. 2004	Ben-Gurion University, Department of Economics, Lecturer (equivalent to Assistant Professor)
Mar. 1997 – Mar. 1998	Ben-Gurion University, Department of Economics, Kreitman Post-Doctoral Fellow

Employment History: Visiting Positions

<u>from-to</u>	<u>Institution, Position</u>
July 2017, July 2018	Shanghai University of Finance and Economics, Visiting Professor
Aug. 2012 – June 2013 (Sabbatical)	University of Guelph, Department of Economics, Visiting Professor
Sep. 2009	Université Montpellier I, Department of Economics, Visiting Professor
Aug. 2006 – Oct. 2006	Tokyo University, Institute for Social Sciences, Japan Society for the Promotion of Science Research Fellow
Sept. 2003 – Aug. 2004 (Sabbatical/LOA)	Harvard Business School, Negotiations, Organizations and Markets Unit, Research Fellow
Spring 1996	University of Arizona, Economic Science Laboratory, Olin Foundation Pre-Doctoral Fellow

Other Affiliations

2017 – present Senior Fellow, Research Centre for Economic Analysis, Rimini, Italy
 2015 – 2016 Fellow, Research Centre for Economic Analysis, Rimini, Italy

Teaching

Graduate Courses (Institution x=number of times taught)

Experimental Economics (McMaster x3)
 Behavioral Economics (BGU x8)
 Industrial Organization (BGU x2, Montpellier x1)
 Microeconomics (Laurier x4)

Undergraduate Courses (Institution x=number of times taught)

Experimental Economics (BGU x16)
 Behavioral Economics (McMaster x5, Laurier x6)
 Industrial Organization (BGU x14, Laurier x1)
 Advanced Microeconomics (Guelph x1)
 Intermediate Microeconomics (Laurier x6)
 Introductory Microeconomics (BGU x4)

Ph.D. Student Supervisions

McMaster

Andrew Leal (in progress, expected completion: May 2024).
 Li-Hsin Lin (in progress).
 Robbie McKercher (in progress).
 Reyhaneh Nikoonejad (in progress).

BGU

Yaakov Bayer (2015, jointly supervised with Ro'i Zultan).

Ze'ev Shtudiner (2011), first & current appointment at Ariel University.

Editorial Work

Associate Editor, *Journal of Behavioral and Experimental Economics* (2018 – present)

Associate Editor, *International Journal of Industrial Organization* (2006 – present)

Co-Editor (with H.-T. Normann), *International Journal of Industrial Organization*, special issue on "Experiments in Industrial Organization," January 2011, 29:1, 1-154.

Scientific Committees

Member of Program Committee for Canadian Experimental and Behavioural Economics Research Group (CEBERG) submissions, Canadian Economic Association meetings, Banff, Canada, May 30-June 2, 2019.

Member of Scientific and Organizing Committees for Rimini Conference in Economics and Finance (RCEF2016), Waterloo, Canada, Sep. 16-18, 2016.

Member of Scientific Committee for 43rd *EARIE* Conference, Lisbon, Portugal, Aug. 26-28, 2016.

Member of Scientific Committee for 42nd *EARIE* Conference, Munich, Germany, Aug. 28-30, 2015.

Member of Scientific Committee for 41st *EARIE* Conference, Milan, Italy, Aug. 29-31, 2014.

Member of Scientific Committee for 3rd Workshop on "Industrial Organization: Theory, Empirics and Experiments", Alberobello, Italy, June 26-28, 2014.

Member of Scientific Committee for 40th *EARIE* Conference, Evora, Portugal, Aug. 30-Sep. 1, 2013.

Member of Scientific Committee for 39th *EARIE* Conference, Rome, Italy, Sep. 2-4, 2012.

Member of Scientific Committee for 2nd Workshop on "Industrial Organization: Theory, Empirics and Experiments", Otranto, Italy, June 23-24, 2011.

Member of Advisory Committee (twice), Binational (U.S.-Israel) Science Foundation.

Member of Advisory Committee, Israel Trustees Foundation.

Publications in Refereed Journals

1. Kaplan, Todd and Bradley Ruffle (1998) "Self-Serving Bias [Comment]," *Journal of Economic Perspectives*, 12:2, 243–244.

2. Ruffle, Bradley J. (1998) "More is Better, But Fair is Fair: Tipping in Dictator and Ultimatum Games," *Games and Economic Behavior*, 23, 247–265.

3. Ruffle, Bradley J. (1999) "Gift Giving with Emotions," *Journal of Economic Behavior and Organization*, 39:4, 399–420.

4. Ruffle, Bradley J. and Orit Tykocinski (2000) "The Deadweight Loss of Christmas: Comment," *American Economic Review*, 90:1, 319–324.

5. Ruffle, Bradley J. (2000) "Some Factors Affecting Demand Withholding in Posted-Offer Markets," *Economic Theory*, 16:3, 529–544.

[reprinted in T. Cason and C. Noussair (eds.), *Advances in experimental markets*, Studies

in *Economic Theory*, vol. 15, Heidelberg and New York: Springer, pp. 33-48, 2001.]

6. Tykocinski, Orit E. and Bradley J. Ruffle (2003) "Reasonable Reasons for Waiting," *Journal of Behavioral Decision Making*, 16, 1–11.

7. Ruffle, Bradley J. (2003) "Competitive Equilibrium and Classroom Pit Markets," *Journal of Economic Education*, 34:2, 123–137.

8. Sosis, Richard and Bradley J. Ruffle (2003) "Religious Ritual and Cooperation: Testing for a Relationship on Israeli Religious and Secular Kibbutzim," *Current Anthropology*, 44:5, 713–722.

9. Kaplan, Todd R. and Bradley J. Ruffle (2004) "The Self-Serving Bias and Beliefs about Rationality," *Economic Inquiry*, 42:2, 237–246.

10. Sosis, Richard and Bradley J. Ruffle (2004) "Reply: Religious Ritual and Cooperation," *Current Anthropology*, 45:4, 529–530.

11. Ruffle, Bradley J. (2005) "Tax and Subsidy Incidence Equivalence Theories: Experimental Evidence from Competitive Markets," *Journal of Public Economics*, 89:8, 1519–1542.

12. Ruffle, Bradley J. and Richard Sosis (2006) "Cooperation and the In-Group-Out-Group Bias: A Field Test on Israeli Kibbutz Members and City Residents," *Journal of Economic Behavior and Organization*, 60:2, 147–163.

13. Ruffle, Bradley J. and Ze'ev Shtudiner (2006) "99: Are Retailers Best Responding to Rational Consumers? Experimental Evidence," *Managerial and Decision Economics*, 27:6, 459–475.

14. Ruffle, Bradley J. and Richard Sosis (2007) "Does it Pay to Pray? Costly Ritual and Cooperation," *The B.E. Journal of Economic Analysis & Policy*, Vol. 7: Iss. 1 (Contributions), Article 18.

15. Normann, Hans-Theo, Bradley J. Ruffle and Christopher M. Snyder (2007) "Do Buyer-Size Discounts Depend on the Curvature of the Surplus Function? Experimental Tests of Bargaining Models," *RAND Journal of Economics*, 38:3, 747–767.

16. Kaplan, Todd R. and Bradley J. Ruffle (2009) "In search of welfare-improving gifts," *European Economic Review*, 53, 445–460.

17. Kaplan, Todd R. and Bradley J. Ruffle (2012) "Which Way to Cooperate?" *Economic Journal*, 122: 563, 1042–1068.

18. Blumkin, Tomer, Bradley J. Ruffle and Yosef Ganun (2012) "Are Income and Consumption Taxes Ever Really Equivalent? Evidence from a Real-Effort Experiment," *European Economic Review*, 56, 1200–1219.

19. Ruffle, Bradley J. (2013) "When do large buyers pay less? Experimental evidence," *Journal of Industrial Economics*, 61:1, 108–137.

20. Ruffle, Bradley J. and Yossef Tobol (2014) "Honest on Mondays: Honesty and the temporal separation between decisions and payoffs," *European Economic Review*, 65, 126–135.

21. Feldman, Naomi E. and Bradley J. Ruffle (2015) “The Impact of Including, Adding and Subtracting a Tax on Demand,” *American Economic Journal: Economic Policy*, 7:1, 95–118.
22. Ruffle, Bradley J. and Ze'ev Shtudiner (2015) “Are Good-Looking People more Employable?” *Management Science*, 61:8, 1760–1776.
23. Ruffle, Bradley J., Avi Weiss and Amir Etziony (2015) “The Role of Critical Mass in Establishing a Successful Network Market: An Experimental Investigation,” *Journal of Behavioral and Experimental Economics*, 58, 101–110.
24. Ruffle, Bradley J. and Oscar Volij (2016) “First-Mover Advantage in Two-Sided Competitions: An Experimental Comparison of Role Assignment Rules,” *International Journal of Game Theory*, 45:4, 933–970.
25. Ruffle, Bradley J. and Yossef Tobol (2017) “Clever Enough to Tell the Truth,” *Experimental Economics*, 20:1, 130–155.
26. Kaplan, Todd R., Bradley J. Ruffle and Ze'ev Shtudiner (2018) “Cooperation through Coordination in Two Stages,” *Journal of Economic Behavior and Organization*, 154, 206-219.
27. Ruffle, Bradley J. and Anne Wilson (2018) “The Truth about Tattoos,” *Economics Letters*, 172, 143-147.
28. Bayer, Ya'akov, Bradley J. Ruffle, Ze'ev Shtudiner and Ro'i Zultan (2018) “Costly Superstitious Beliefs: Experimental Evidence,” *Journal of Economic Psychology*, 69, 30-43.
29. Ruffle, Bradley J. and Anne Wilson (2019) “Tat will tell: Tattoos and time preferences,” *Journal of Economic Behavior and Organization*, 166, 566-585.
30. Ruffle, Bradley J. and Richard Sosis (2020) “Do religious contexts elicit more trust and altruism? Evidence from decision-making scenario experiments,” *Journal of Economics, Management and Religion*, 1:1, 1-25.
31. Papanastasiou, Anastasios, Bradley J. Ruffle and Angela Zheng (2022) “Compliance with Social Distancing: Theory and Empirical Evidence from Ontario during COVID-19,” *Canadian Journal of Economics*, 55, 705-734.
32. Ruffle, Bradley J., Arie Sherman and Ze'ev Shtudiner (2022) “Gender and Beauty Price Discrimination in Produce Markets,” *Journal of Behavioral and Experimental Economics*, 97.

Invited Book Chapters

Sosis, Richard and Bradley J. Ruffle (2004) “Ideology, Religion, and the Evolution of Cooperation: Field Experiments on Israeli Kibbutzim,” pp. 89–117, in *Research in Economic Anthropology*, volume 23, Michael Alvard (ed.), Emerald Insight.

Ruffle, Bradley J. (2009) “Buyer Countervailing Power: A Survey of the Theory and Experimental Evidence,” in *Experiments and Antitrust Policy*, J. Hinlopen and H.-T. Normann (eds.), Cambridge, U.K.: Cambridge University Press, pp. 160-182. [[Article](#)]

Other Publications

Normann, Hans-Theo and Bradley J. Ruffle (2011) “Introduction to the special issue on experiments in industrial organization,” *International Journal of Industrial Organization*, 29:1, 1-3.

Ruffle, Bradley (March 22, 2012) Blog: “Photos of Attractive Female Job Seekers Stir Up HR Jealousy,” *Harvard Business Review*. [[Blog](#)]

Ruffle, Bradley (October 19, 2021) “[Think Before You Get Inked](#),” *Psychology Today*.

Working Papers

Berger, Leslie, Lan Guo, Kelsey Kirbyson and Bradley J. Ruffle (April 2022) “Paying Employees to Quit: An Experimental Study of Sorting and (De)Motivational Effects”.

Morrison, William and Bradley J. Ruffle (January 2021) “Do Prefilled Insurance Claims Forms Reduce Insurance Fraud?”

Works in Progress

Ruffle, Bradley J. “Matching in co-operative education programs: An experimental study”.

Li, Tongzhe and Bradley J. Ruffle “Does income mobility predict preferences for income distribution?”.

Morrison, William and Bradley J. Ruffle “An entitlement effect in the reporting of insurable losses”.

Retired Working Papers

Maaz, Muhammad, Anastasios Papanastasiou, Bradley J. Ruffle and Angela Zheng (2021) “Heterogeneity in the Support for Mandatory Masks Unveiled”.

Bayer, Ya’akov, Bradley J. Ruffle, Ro’i Zultan and Tzvi Dwolatzky (2018) “Time preferences of older people with mild cognitive impairment”.

Feldman, Naomi E. and Bradley J. Ruffle (2008) “Religious Terrorism: A Cross-Country Analysis”.

Engle-Warnick, Jim and Bradley J. Ruffle (2005) “Buyer Concentration as a Source of Countervailing Power: Evidence from Experimental Posted-Offer Markets”.

Engle-Warnick, Jim and Bradley J. Ruffle (2004) “The Strategies Behind their Actions: A Method to Infer Repeated-Game Strategies and an Application to Buyer Behavior”.

Book Reviews

“Not Just for the Money: An Economic Theory of Personal Motivation” by Bruno Frey, Edward Elgar, 1997, in *European Journal of Political Economy*, 1999, 15:2, 379-380.

“Gandhi’s Economic Thought” by Ajit DasGupta, Routledge, 1996, in *Journal of International Trade and Economic Development*, 1998, 7:4, 451-453.

Invited Seminars at Universities since 2000, Econ dep'ts (unless otherwise indicated)

McMaster, Xi'an Jiaotong-Liverpool University, Ontario Ministry of Finance	2018
Laval, Windsor	2017
Guelph	2016
Florida State	2014
Loyola Marymount, Laurier, Western, NYU, Saskatchewan	2013
Bar-Ilan, Ben-Gurion (Public Policy), Waterloo, McMaster, Guelph, U. of Toronto	2012
Hebrew U.	2010
Bar-Ilan, Tel-Aviv, Goethe, Université Montpellier I, Guelph, Tel-Aviv (B-School)	2009
McMaster, York U. (Glendon), Connecticut (ECC), IZA, Haifa	2008
Hebrew U.	2007
York U., Ryerson, Guelph, Carleton, UT-Dallas, Tokyo, Nagoya City, Osaka, Waseda	2006
Ryerson	2005
Florida State, Emory, Harvard (HBS), MIT (Sloan), AABGU, McMaster, Tel-Aviv	2004
Exeter, Hebrew U.-Rehovot, Harvard	2003
New Brunswick-St. John, U. of Toronto, McMaster, Bar-Ilan	2002
Oxford, Osaka, Tel-Aviv, Hebrew U., Ben-Gurion	2001
Indian Institute of Management	2000

Conference Presentations since 1999

Ministerial CIHR-Health Canada Best Brains Exchanges , “Using Behavioural Science to Drive COVID-19 Testing”, virtual.	March 2021
25 th Annual Visiting Graduate Student Workshop in Experimental Economics, Chapman University, Orange, USA	January 2020
Canadian Economic Association, Banff, Canada	June 2019
Canadian Economic Association, Montreal, Canada	June 2018
Southern Ontario Behavioural Decision Research Conference , Toronto, Canada	May 2018
2017 Exeter Prize Workshop , Exeter, England	November 2017
Canadian Economic Association, Antigonish, Canada	June 2017
Asia-Pacific Economic Science Association , Taipei, Taiwan	February 2017
Rimini Conference in Economics and Finance , Waterloo, Canada	September 2016
Canadian Economic Association, Ottawa, Canada	June 2016
ZEW Laboratory Experiments in Public Economics , Mannheim, Germany	February 2016
Economic Design: The Economist as Economic Engineer, Exeter, England	July 2015
90 th Western Economic Association International, Honolulu, USA	June 2015
Canadian Economic Association, Toronto, Canada	May 2015
Southern Ontario Behavioural Decision Research Conference , Guelph, Canada	May 2014
Experimental Methods in Policy, Curacao	February 2014
Economic Science Association, Tucson, AZ	November 2012
Rethinking Rationality Workshop , Jerusalem and Beer Sheva, Israel	January 2012
Society, Networks and Game Theory Workshop, Beer Sheva, Israel	January 2012
4 th Psychology of Investment Conference, Rishon Lezion, Israel	December 2011
Industrial Organization: Theory, Empirics and Experiments, Otranto, Italy	June 2011
History and Philosophy of Economics 24 th Annual Intern'l Workshop, Jerusalem	Dec. 2010
IMEBE, Bilbao, Spain	April 2010
Israel Economic Association, Ma'aleh HaHamisha	June 2009
Workshop on Individual Decision-Making: A Behavioral Approach, Tel Aviv	June 2009
International Industrial Organization Conference, Boston, MA	March 2009

Asia-Pacific Economic Science Association, Haifa, Israel	March 2009
Journées d'Économie Expérimentale, Dijon, France	May 2008
IMEBE, Alicante, Spain	March 2008
Tax System in Israel Conference, Falk Institute, Jerusalem	June 2007
iFree Conference in honor of Vernon Smith's 80 th birthday, Arlington, VA	April 2007
Roundtable Discussant, Behavioral Law & Economics Conference, Haifa	June 2006
Behavioral Game Theory and Experiments Workshop, Capua, Italy	May 2006
Israel Economic Association, Ma'aleh HaHamisha	May 2006
Society for the Advancement of Economic Theory, Vigo, Spain	July 2005
Zeuthen Workshop, Copenhagen, Denmark	May 2005
Economic Science Association, Strasbourg	September 2002
Economic Science Association, Boston, MA	June 2002
ASSA meetings, Atlanta, GA	January 2002
Far Eastern Econometric Society Meetings, Osaka, Japan	July 2001
Economic Science Association, Barcelona, Spain	June 2001
Economic Science Association, Amsterdam	October 2000
Economic Science Association, Tucson, AZ	October 2000
European Association for Research in Industrial Economics, Lausanne	September 2000
Russell Sage Foundation Behavioral Economics Reunion, Berkeley, CA	August 1999
International Social Dilemmas Conference, Zicharon Yakov, Israel	July 1999
Economic Science Association, Lake Tahoe, NV	May 1999

Selected Media Coverage of Research

Tattoos: [The Times of London](#) (Sep. 3, 2019), [Vancouver Sun](#) (Sep. 3, 2019), [La Presse](#) (Sep. 3, 2019), [New York Post](#) (Sep. 4, 2019), [News.com.au](#) (Sep. 5, 2019), [Evening Standard](#) (Sep. 6, 2019), [Herald Sun](#) (Sep. 6, 2019), [New Zealand Herald](#) (Sep. 6, 2019), [Global News](#) (Sep. 11, 2019), [Yahoo! Finance](#) (Sep. 11, 2019), [LinkedIn Editors](#) (Sep. 13, 2019), [Roundhouse Radio 98.3](#) (Feb. 19, 2018), [CTV-Kitchener 6:00pm news feature](#) (Feb. 15, 2018), [570 News](#) (Feb. 14, 2018), [CBC Radio Kitchener-Waterloo, The Morning Edition](#) (Feb. 15, 2018), & tens of additional newspapers, blogs, podcasts, radio and television programs.

Beauty: [The Economist](#) (March 31, 2012), [New York Times](#) (Nov. 30, 2010), [Huffington Post](#) (USA, April 5, 2012), [Bloomberg Businessweek](#) (Dec. 3, 2010), [Forbes](#) (USA, April 4, 2012), [Forbes](#) (USA, April 4, 2013), [The Toronto Star](#) (Canada, April 11, 2012), [Der Spiegel](#) (Germany, April 10, 2012), [The Daily Mail](#) (UK, April 18, 2011 & April 4, 2012), April 18, 2011), [Estadão](#) (Brazil, July 11, 2011), [Herald Sun](#) (Australia, Dec. 1, 2010), [Jerusalem Post](#) (Israel, Nov. 29, 2010), [Emirates 24/7](#) (UAE, Dec. 6, 2010), [Hindustan Times](#) (India, Dec. 2, 2010), [The Record](#) (Sep. 26, 2015), [Recruitment Grapevine](#) (May 14, 2015), [The Star Early Edition](#) (May 15, 2015) & hundreds of additional newspapers, blogs, radio and television programs.

Religion: [The Economist](#) (March 19, 2008), [Chronicle of Higher Education](#) (Aug. 13, 2012), [Science and Religion Today](#) (July 27, 2010).

Honesty: [Washington Post](#) (April 15, 2016), [Times of Israel](#) (Aug. 13, 2013), [Israel HaYom](#) (July 31, 2013).

Gift giving: [Financial Times](#) (Dec. 11, 2004) [New York Times](#) (Jan. 4, 2004), [Sydney Morning Herald](#) (Dec. 24, 2003), [Jerusalem Post](#) (March 7, 2008), [Australian Broadcasting Corporation](#) ("Life Matters" program with Geraldine Doogue, December 2002), [Woolwich Observer](#) (Dec. 3, 2015).

Referee Work

Referee for the following journals:

American Economic Journal: Economic Policy; American Economic Review; B.E. Press Journals in Economic Analysis & Policy; Canadian Journal of Economics; Canadian Public Policy; Economic Development and Cultural Change; Econometrica; Economic Inquiry; Economic Journal; Economic Theory; Economics Letters; European Economic Review; Experimental Economics; European Journal of Political Economy; Games and Economic Behavior; International

Economic Review; International Journal of Game Theory; International Journal of Industrial Organization; International Journal of Manpower; Journal for the Scientific Study of Religion, Journal of Applied Social Psychology; Journal of Behavioral Decision Making; Journal of Business Research; Journal of Economic Behavior and Organization; Journal of Economic Education; Journal of Economic Psychology; Journal of the Economic Science Association; Journal of European Economic Association; Journal of Industrial Economics, Journal of Public Policy and Marketing; Journal of Political Economy; Journal of Public Economics; Journal of Socio-Economics; Judgment and Decision Making; LABOUR: Review of Labour Economics and Industrial Relations; Management Science; Managerial and Decision Economics; Marketing Science; National Tax Journal, New Zealand Economic Papers; Non-Profit and Voluntary Sector Quarterly; Psychological Reports; Psychology; RAND Journal of Economics; Religion, Brain and Behavior; Review of Behavioral Economics; Review of Economic Analysis; Review of Economic Studies; Review of Economics and Statistics; Research in Economic Anthropology; Scandinavian Journal of Economics; Social Issues; Southern Economic Journal.

Referee for the following research foundations:

Binational Science Foundation, British Academy, Czech Science Foundation, German-Israeli Foundation for Scientific Development, Israel Science Foundation, Leverhulme Trust, National Science Foundation, Social Sciences and Humanities Research Council of Canada.

Promotion and Tenure Letters (listed alphabetically by university; dates and candidates' names omitted to preserve anonymity)

American University of Sharjah, Economics
Ben-Gurion University, Business School (twice – 2 candidates)
Carleton University, Economics
Florida State University, Economics
Jerusalem College of Technology, School of Management (twice – 2 candidates)
St. Mary's University, Business School
Simon Fraser University, Economics
University of Canterbury, Economics
University of Massachusetts-Amherst, Resource Economics
University of North Carolina-Charlotte, Economics
University of Utah, Economics
Virginia Commonwealth University, Economics

University Service (past 15 years)

2022-2023 – Advisory Committee for Spark: a centre for social research innovation, McMaster
2022-2023 – University Tenure and Promotion Appeals Nominating Committee, McMaster
2021-2024 – University Grievance Review Panel, McMaster
2021-2022 – Tenure and Promotions Committee, Economics Department, McMaster
2020-2022 – Graduate Studies Committee, Economics Department, McMaster
2019-present – Academic Director, McMaster Decision Science Laboratory (McDSL)
2018-2019 – Co-organizer of external departmental seminar, WLU
2017 – Lazaridis Institute Research Advisory Committee, WLU
Winter/Spring 2017 – Lazaridis SBE U/G Awards Committee, WLU
Fall 2016 – Member of ad-hoc committee for revisions to tenure guidelines, WLU
2014-2017 – Co-organizer of external departmental seminar, WLU
2013-2014 – M.A. and Ph.D. Admissions Committee, School of Business and Economics, WLU

2010-2012 – Departmental M.A. Committee Chair, Economics, BGU
 2009-2014 – Founder & Co-Director of Experimental Economics Laboratory, BGU
 2008-2010 – Faculty of Humanities and Social Sciences M.A. Committee, BGU
 2007-2010 – Director of Monaster Center for Economic Research, BGU

Research Grants and Awards

<u>Date</u>	<u>Funding Agency, Research Topic, Amount</u>
2020-2022	McMaster COVID-19 Research Fund, <i>Incentives for Social Distancing: Wage Subsidies, Fines and Mandatory Masks</i> , (with A. Papanastasiou), \$32,050 CAD.
2020-2022	International Foundation for Research in Experimental Economics (IFREE), <i>Does income mobility predict preferences for income redistribution?</i> (with T. Li), \$8,805 USD.
2019-2020	Canadian Academic Accounting Association (CAAA), <i>How Paying Employees to Quit or to Stay Affects Motivation</i> , (with L. Berger, L. Guo, K. Kirbyson), \$8,000 CAD.
2018-2022	Social Sciences & Humanities Research Council of Canada (SSHRC) Insight Grant, <i>Working for a better match: An experimental investigation of co-op programs' matching mechanism and alternatives</i> , \$90,977 CAD.
2018-2019	Lazaridis Institute for the Management of Technology Enterprises, <i>Do Pre-Filled Online Forms Encourage More Accurate Reporting?</i> (with W. Morrison), \$10,000 CAD.
2012-2013	German-Israeli Foundation for Scientific Research and Development (GIF), <i>Pricing Strategies in a Dynamic Network Market: An Experimental Analysis</i> , (with A. Weiss and F. Heinemann), €69,669.
2006-2009	Binational Science Foundation, <i>Trust, Religion and Signaling</i> , (with R. Sosis), \$120,000 USD.
2006-2007	Maurice Falk Institute for Economic Research in Israel, <i>Are Income and Consumption Taxes Ever Really Equivalent? Evidence from a Real-Effort Experiment</i> , (with T. Blumkin), 35,600 NIS.
2005-2007	Russell Sage Foundation, <i>Trust, Religion and Signaling</i> , (with R. Sosis), \$156,000 USD.
2005-2006	Economics of National Security, Neaman Institute, <i>Choose Your Weapon: An Empirical Study of the Determinants of Terrorists' Methods</i> , (with N. Feldman), 40,000 NIS.
2003-2005	Israel Science Foundation, <i>The Origins of Cooperation and Social Conventions</i> , (with T. Kaplan), \$23,000 USD.
2003-2004	Economic and Social Research Council, <i>The Origins of Cooperation and Social Conventions</i> , (with T. Kaplan), £46,671.

- 2002-2003 Nuffield Foundation, Social Sciences Small Grants Scheme, *Buyer Power and Implications for Retail Consolidation: An Experimental Investigation*, (with H. Normann and C. Snyder), £5,472.
- 2001-2002 Ben-Gurion University, Seed Money, *Buyer Power in Experimental Markets*, 20,000 NIS.
- 2000-2003 Binational Science Foundation, *The Impact of Religiosity and Privatization on Intra-Group Trust*, (with R. Sosis), \$56,235 USD.
- 2000 Ben-Gurion University, Dean's Fund, *Buyer Power in Experimental Markets*, 10,000 NIS.
- 2000-2001 University of Connecticut Large Faculty Grant, *Trust and Cooperation within Religious and Secular Kibbutzim*, (with R. Sosis), \$15,000 USD.
- 2000-2001 The Ruppin Institute, *Trust and Cooperation within Religious and Secular Kibbutzim*, (with R. Sosis), 10,000 NIS.
- 1999-2000 The Pinhas Sapir Center for Development, *Trust and Cooperation within Religious and Secular Kibbutzim*, (with R. Sosis), \$12,000 USD.
- 1997-2001 Russell Sage Foundation, *Buyer Behavior in Experimental Markets*, \$3,468 USD.
- Sept. 1997 E.A.R.I.E., The Young Economists' Award, *Demand Withholding in Posted-Offer Markets*, 50,000 BEF.
- 1995-1996 Russell Sage Foundation, *Experimental Bargaining Games*, \$1,900 USD.

Citizenship Canadian and Israeli

Family Status Married + 2

Languages Fluent and literate in English, French and Hebrew.