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ACADEMIC EXPERIENCE

BOSTON COLLEGE ECONOMICS DEPARTMENT , Chestnut Hill, MA	2013 – present
Associate Professor of Economics (with tenure)	2016 – present
Assistant Professor of Economics	2013 – 2016
MIT SLOAN SCHOOL OF MANAGEMENT , Cambridge, MA	
Assistant Professor of Applied Economics	2007 – 2013
HARVARD DEPARTMENT OF ECONOMICS , Cambridge, MA	
Visiting Scholar	2009 – 2010

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS , Stanford CA	
Ph.D. in Business Administration (Field: Economics)	2007
UNIVERSITY OF OXFORD - NUFFIELD COLLEGE , Oxford UK	
M. Phil. in Economics	2002
UNIVERSITY OF PENNSYLVANIA , Philadelphia PA	
Management and Technology Joint Degree	Summa Cum Laude
The Wharton School, B.S. in Economics	2000
School of Engineering and Applied Science, B.S. in Engineering	2000

FIELDS OF INTEREST

Behavioral Industrial Organization, Industrial Organization, Applied Microeconomic Theory

PUBLICATIONS

- “Selling to Overconfident Consumers”, *American Economic Review*, 2009, 99(5), pp. 1770-1807.
Doi: [10.1257/aer.99.5.1770](https://doi.org/10.1257/aer.99.5.1770).
(Winner of The Claire and Ralph Landau Prize 2007)
- “Developing a Reputation for Reticence”, *Journal of Economics & Management Strategy*, 2011, 20(1)
pp. 225-268. Doi: [10.1111/j.1530-9134.2010.00288.x](https://doi.org/10.1111/j.1530-9134.2010.00288.x).
- “Dynamic Nonlinear Pricing: biased expectations, inattention, and bill shock”, *International Journal of Industrial Organization*, 2012, 30(3), pp. 287-290. Doi: [10.1016/j.ijindorg.2011.12.007](https://doi.org/10.1016/j.ijindorg.2011.12.007).
- “Consumer Inattention and Bill-Shock Regulation”, *Review of Economic Studies*, 2015, 82(1), pp. 219-257. Doi: [10.1093/restud/rdu024](https://doi.org/10.1093/restud/rdu024).
- “Cellular Service Demand: Biased Beliefs, Learning, and Bill Shock” (with Matthew Osborne), *American Economic Review*, 2015, 105(1), pp. 234-271. Doi: [10.1257/aer.20120283](https://doi.org/10.1257/aer.20120283).

- “Failing to Choose the Best Price: Theory, Evidence, and Policy”, *Review of Industrial Organization*, 2015, 47(3), pp. 303-340. Doi: [10.1007/s11151-015-9476-x](https://doi.org/10.1007/s11151-015-9476-x).
- “Behavioral Consumers in Industrial Organization: An Overview”, *Review of Industrial Organization*, 2015, 47(3), pp. 247-258. Doi: [10.1007/s11151-015-9477-9](https://doi.org/10.1007/s11151-015-9477-9).
- “Introduction: Behavioral Industrial Organization” (with Victory J. Tremblay), *Review of Industrial Organization*, 2015, 47(3), pp. 243-245. Doi: [10.1007/s11151-015-9475-y](https://doi.org/10.1007/s11151-015-9475-y).
- “Overconfident Consumers in the Marketplace”, *Journal of Economic Perspectives*, 2015, 29(4), pp. 9-36. Doi: [10.1257/jep.29.4.9](https://doi.org/10.1257/jep.29.4.9).
- “Peaches, Lemons, and Cookies: Designing Auction Markets with Dispersed Information” (with Susan Athey, Ittai Abraham, Moshe Babaioff) *Games and Economic Behavior*, 2020, 124, pp. 454-477. Doi: [10.1016/j.geb.2020.09.004](https://doi.org/10.1016/j.geb.2020.09.004).
- “Sending out an SMS: Automatic Enrolment Experiments for Overdraft Alerts” (with Darragh Kelly, Jeroen Nieboer, Matthew Osborne, Jonathan Shaw). *Journal of Finance* forthcoming.

WORKING PAPERS

- “[The Illusion of Competition](https://ssrn.com/abstract=4628717)” (with Ryan Westphal) 2023 <https://ssrn.com/abstract=4628717>.
- “[Time to act: A field experiment on overdraft alerts](#)” (with Paul Adams, Darragh Kelly, Jeroen Nieboer, Matthew Osborne) FCA Occasional Paper No. 40, 2018.
- “[Sending out an SMS: The impact of automatically enrolling consumers into overdraft alerts](#)” (with Andrea Cafilisch, Darragh Kelly, Jeroen Nieboer, Matthew Osborne) FCA Occasional Paper No. 36, 2018.
- “Who Benefits from Tax Advantaged Employee Benefits?: Evidence from Parking” (with Paul Oyer) NBER Working Paper No. W14062

FELLOWSHIPS AND AWARDS

- Association of Competition Economics Best Paper Award (2016)
- Excellence in Refereeing Award, *American Economic Review* (2007-2008, 2016)
- The *Review of Economic Studies* Tour (2007)
- The Claire and Ralph Landau Prize for the best Stanford Institute for Economic Policy Research working paper submitted by a graduate student (2007)
- Taube Scholarship Fund Fellowship, Stanford Institute for Economic Policy Research (2007)
- State Farm Companies Foundation Doctoral Award (2006)
- Jaedicke Merit Award (2003): Awarded for outstanding first year performance at the Stanford Graduate School of Business. Two awards given per class of approximately 25 PhD students.
- Thouron Award (2000-2002): Fully funds two years of graduate study in the UK.
- George Webb Medley Thesis Prize (2002): Awarded for best thesis among all (~30) Oxford M.Phil. Economics candidates (co-recipient).
- Exam Prize (2002): Best exam performance among all (~30) Oxford M.Phil. Econ. candidates.

PROFESSIONAL ACTIVITIES

EDITORSHIPS

Board of Editors, *American Economic Review* (2017 – 2023)
Associate Editor, *RAND Journal of Economics* (2017 – present)
Associate Editor, *Journal of Industrial Economics* (2013 – present)
Co-Editor, *Review of Industrial Organization* November 2015 special issue on Behavioral Industrial Organization. (<http://link.springer.com/journal/11151/47/3/page/1>)

CONFERENCE COMMITTEES

Program Committee Member, IIOC (2017, 2018, 2019, 2020, 2021)
Program Committee Member, EARIE (2018, 2019, 2021, 2022, 2023)

REFEREE

American Economic Review (2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023); *American Economic Review: Insights* (2018, 2021); *American Economic Journal: Micro* (2011, 2013, 2014, 2015, 2016, 2017, 2018, 2021, 2022), *American Economic Journal: Policy* (2010, 2011), *American Economic Journal: Applied Economics* (2008); *Review of Economic Studies* (2010, 2012, 2013, 2014, 2015, 2016, 2017, 2023), *Quarterly Journal of Economics* (2012, 2013, 2014, 2017, 2018); *Econometrica* (2019, 2020); *Journal of the European Economic Association* (2010, 2011, 2012, 2014, 2018, 2019); *European Economic Review* (2014, 2015); *The B.E. Journal of Economic Analysis & Policy* (2009); *RAND Journal of Economics* (2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023); *Journal of Industrial Economics* (2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022); *International Journal of Industrial Organization* (2012, 2013, 2018, 2020, 2021); *Review of Industrial Organization* (2018); *Games and Economic Behavior* (2004, 2005, 2012, 2013, 2017, 2020, 2021); *Journal of Economic Theory* (2007, 2014, 2015, 2022); *Journal of Economics & Management Strategy* (2015, 2016, 2019); *The Economic Journal* (2009, 2012); *Theoretical Economics* (2011); *International Economic Review* (2009, 2011, 2012, 2013, 2015, 2018, 2022); *Journal of Public Economics* (2011, 2012, 2014, 2016); *The Quarterly Review of Economics and Finance* (2009); *Economic Inquiry* (2012); *Management Science* (2009, 2010, 2012, 2013, 2014, 2015, 2016); *Marketing Science* (2013); *Economics Letters* (2021); *Journal of Behavioral and Experimental Finance* (2021); *Review of Managerial Science* (2020); *Journal of Law Economics and Organization* (2010, 2012, 2013), *Journal of Environmental Policy & Planning* (2009); *Manufacturing and Service Operations Management* (2006); *Journal of Empirical Legal Studies* (2011); *Review of Financial Studies* (2013); *Journal of Finance* (2013); *International Journal of Game Theory* (2014); Financial Conduct Authority (2016); *Theory and Decision* (2019); *Journal of Economic Behavior & Organization* (2020); *The Scandinavian Journal of Economics* (2021)

INVITED PRESENTATIONS

2023: University of Chicago
2022: NBER Behavioral Public Economics Boot Camp
2019: Brandeis University
2018: European Association for Research in Industrial Economics (EARIE); Advances with Field Experiments Conference; Annual FDIC Consumer Research Symposium; Goethe University & Frankfurt School of Finance & Management; Düsseldorf Institute for Competition Economics (DICE), University of Düsseldorf
2017: University of Toulouse
2016: Choice Symposium; Association of Competition Economics Conference.

- 2015:** FTC Microeconomics Conference; UK Financial Conduct Authority Conference.
- 2014:** Behavioral Industrial Organization and Consumer Protection conference at UCL; University of Bologna; University of Bocconi
- 2013:** University of Rochester, Simon School; Boston College; Yale SOM; Johns Hopkins University; Dartmouth; NYU Stern; University of Maryland; HBS; University of Pennsylvania; Michigan State University; University of Toronto
- 2012:** Econometric Society meetings; Cornell University; Chicago Booth; Washington University in St Louis, Olin; University of Maryland; University of Michigan; Stanford University; Yale; Brown; Dartmouth; Marketing Science Conference; NBER Summer Institute; Carnegie Mellon, Tepper; Georgetown; Boston University; University of British Columbia, Sauder; UCLA Anderson; UC Berkeley; UC San Diego; University of Maryland; UT Austin, McCombs
- 2011:** UC Berkeley; Columbia University; University of Rochester, Simon School; International Industrial Organization Conference; Cornell University, Johnson School; Berlin-wide Behavioral Economics Seminar; European Association for Research in Industrial Economics; University of South Carolina, Moore School; NBER Market Design meeting; Columbia-Duke-Northwestern IO Theory Conference; Duke University
- 2010:** SITE (Stanford Institute for Theoretical Economics) workshop; NYU Stern; Quantitative and Marketing Economics Conference; Kellogg School of Management, Northwestern University; FTC Microeconomics Conference; Chicago Booth School of Business; University of Wisconsin.
- 2008:** Harvard University; University of Pennsylvania; University of California San Diego; International Industrial Organization Conference.
- 2007:** University of California Berkeley, Haas School of Business; Kellogg School of Management, Northwestern University; MIT Sloan School of Management; Princeton University; Yale University; Columbia Business School; Harvard Business School; California Institute of Technology; UCLA Anderson School of Management; Tinbergen Institute Amsterdam; IEW, University of Zurich; London Business School.
- 2006:** International Industrial Organization Conference.
- 2005:** Trans-Atlantic Doctoral Conference, London Business School; HP Research Laboratories.

CONFERENCE DISCUSSIONS

- 2021:** Boston College Consumer Finance Workshop
- 2020:** NBER Winter IO Meeting
- 2019:** Econometric Society Winter Meetings
- 2018:** IO Theory Conference, MIT
- 2017:** NBER Insurance Working Group Meeting, International Industrial Organization Conference, NBER IT & Digitization Working Group Meeting
- 2015:** MaCCI-Workshop on Behavioral Industrial Organization; American Economic Association Meetings.
- 2014:** American Economic Association Meetings.
- 2013:** NBER Law & Economics Summer Meeting; FTC Microeconomics Conference.
- 2011:** American Economic Association Meetings; International Industrial Organization Conference
- 2010:** American Economic Association Meetings; International Industrial Organization Conference
- 2009:** NBER Industrial Organization Winter Meetings
- 2008:** Utah Winter Business Economics Conference; International Industrial Organization Conference

COURSES TAUGHT

Economics Honors Senior Thesis course (Boston College undergraduate course ECON4497)

Topics in IO: Behavioral and Environmental Applications (Boston College PhD course ECON8852)
Industrial Organization II (Boston College PhD course ECON8854)
Industrial Organization for Business Decisions (Boston College undergraduate course ECON3356)
Dissertation Workshop (Boston College PhD course ECON990X)
Economic Analysis for Business Decisions (MIT Sloan School MBA course 15.010)

OTHER PROFESSIONAL EXPERIENCE

WORLD BANK, Washington DC, Intern	Summer 2001
OLIVER WYMAN & COMPANY, London UK, Consultant	Summer 2000
BRAND EQUITY VENTURES, Greenwich CT, Associate	Summer 1999

PERSONAL

Dual US and UK citizen. Eagle Scout.