

ROBERT S. GAZZALE

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CURRENT POSITIONS

Williams College, Williamstown, MA
Assistant Professor of Economics

2004-Current

Interdisciplinary Center for Economic Science at **George Mason University**, Arlington, VA
Affiliated Scholar

2008-Current

PREVIOUS POSITIONS

Interdisciplinary Center for Economic Science at **George Mason University**, Arlington, VA
Visiting Scholar

2007-2008

EDUCATION

University of Michigan, Ann Arbor, MI
PhD, Economics, Summer 2004
MA, Economics, April 2000

Georgetown University, School of Foreign Service, Washington, DC
BSFS, International Economics, May 1990

FIELDS OF INTEREST

Applied Microeconomics: Experimental and Behavioral Economics, Industrial Organization, Information Economics, Electronic Commerce

PUBLICATIONS

"Ambiguous Solicitation: Ambiguous Prescription," with Julian Jamison, Alexander S. Karlan, and Dean S. Karlan. *Economic Inquiry*, forthcoming. Available at <http://dx.doi.org/10.1111/j.1465-7295.2011.00383.x>

"Remain Silent & Ye Shall Suffer: Seller Exploitation Of Reticent Buyers In An Experimental Reputation System," with Tapan Khopkar. *Experimental Economics*, 14(2), May 2011, pages 273–285.

"User cost, usage and library purchasing of electronically-accessed journals," with Jeffrey MacKie-Mason. In Wendy Pradt Lougee and Jeffrey MacKie-Mason, eds., *Economics and usage of digital libraries: biting the bullet*. University of Michigan Scholarly Publishing Office, 2008. Available at <http://hdl.handle.net/2027/spo.5621225.0001.001>.

"When Does Learning in Games Generate Convergence to Nash Equilibria? The Role of Supermodularity in an Experimental Setting" with Yan Chen. *The American Economic Review*, 94(5), December 2004, pages 1505–1535.

"Model Selection in an Information Economy: Choosing What to Learn," with Christopher H. Brooks, Rajarshi Das, Jeffrey O. Kephart, Jeffrey K. MacKie-Mason and Edmund H. Durfee. *Computational Intelligence*, 18(4), 2002, pages 566–582.

“Pricing and Bundling Electronic Information Goods: Evidence from the Field,” with Jeffrey MacKie-Mason and Juan F. Riveros. In Ingo Vogelsand & Benjamin M. Compaine, eds., *The Internet Upheaval*. MIT Press, 2000.

REFEREED CONFERENCE PAPERS

“Improving Learning Performance by Applying Economic Knowledge,” with Christopher H. Brooks, Jeffrey K. MacKie-Mason and Edmund H. Durfee. In Peyman Faratin, David C. Parkes, Juan A. Rogríquez-Aguilar & William E. Walsh, eds., *Agent-Mediated Electronic Commerce V: Designing Mechanisms and Systems*. Springer Verlag, 2004.

“Endogenous Differentiation of Information Goods under Uncertainty,” with Jeffrey MacKie-Mason. *Proceedings of the 2001 ACM Conference on Electronic Commerce*. ACM Press, October 2001.

“Pricing Information Bundles in a Dynamic Environment.” with Jeffrey O. Kephart, Christopher H. Brooks, Rajarshi Das, Jeffrey K. MacKie-Mason and Edmund H. Durfee. *Proceedings of the 2001 ACM Conference on Electronic Commerce*. ACM Press, October 2001.

“Information Bundling in a Dynamic Environment.” with Christopher H. Brooks, Rajarshi Das, Jeffrey O. Kephart, Jeffrey K. MacKie-Mason and Edmund H. Durfee. *Proceedings of the IJCAI-2001 Workshop on Economic Agents, Models and Mechanisms*. August 2001.

WORKING PAPERS

“A Shared Sense of Responsibility: The Effect of Buyout Options on Effort Contributions to Reduce Carbon Emissions,” with Jared C. Carbone.

“Revealed Preferences: Altruism and Relative Consumption,” with Rahul Deb and Matthew J. Kotchen.

“Learning to Play Nash from the Best.” (Revise and resubmit at *Games and Economic Behavior*.)

“I’ll cross that bridge if I get to it: Focusing on the Near (Certain) Future,” with Lina Walker. (Previously circulated as “Behavioral Biases in Annuity Choice: An Experiment”)

“Giving Gossips Their Due: Information Provision in Games with Private Monitoring.”

“Endogenous Differentiation of Information Goods under Uncertainty,” with Jeffrey MacKie-Mason.

WORKS IN PROGRESS

“Deferred Payout Annuities and Behavioral Biases,” with George MacKenzie and Lina Walker.

“Herd Behavior and Group Identity: An Experiment,” with Christopher Warren.

“Market Experience and Loss Aversion: Another Experiment,” with Elizabeth Kapnick.

“Imitation to Dominance? Learning from Others and Selection of Pareto-Ranked Equilibria”

“Aspirations versus Conformity in Learning from Others”

“Learning to Play Nash from Random Others,” with Christopher Geissler.

“Décor as a Signal of Restaurant Quality?,” with Andrew Pocius.

PRESENTATIONS

"Effort Contributions to Public Goods: An Experimental Investigation of the Effects of a Shared Sense of Responsibility," Ragnar Frisch Centre for Economic Research, 2010; Rensselaer Polytechnic Institute, 2011; ESA Annual International Meeting, 2011.

"I'll cross that bridge *if* I get to it: Focusing on the Near (Certain) Future," Five College Junior Faculty Seminar, Mount Holyoke College, 2010; College of the Holy Cross, 2011.

"Herd Behavior and Group Identity: An Experiment," Economic Science Association (ESA) North American Conference, 2010.

"Market Experience and Loss Aversion: Another Experiment," Economic Science Association (ESA) North American Conference, 2010.

"Experimental Economics: A Primer," Ragnar Frisch Centre for Economic Research, 2009.

"Behavioral Biases in Annuity Choice: An Experiment," Economic Science Association (ESA) North American Conference, 2008.

"Effort Contributions to Public Goods: An Experimental Investigation of the Effects of a Shared Sense of Responsibility," ESA North American Conference, 2008.

"Learning to Play Nash from the Best," at George Mason University, 2008; ESA Annual International Meeting, 2008; University of Calgary, 2009.

"Remain Silent & Ye Shall Suffer: Seller Exploitation Of Reticent Buyers In An Experimental Reputation System," University of Pittsburgh, 2007.

"Information Provision in Reputation Systems: An Experimental Study," ESA Annual International Meeting, 2006.

"Imitation and Learning to Play Nash," ESA Annual International Meeting, 2006.

"Giving Gossips Their Due: Information Provision in Games with Private Monitoring," at University of Michigan, 2003; Amherst College, 2004; Williams College, 2004.

"Software Agents in Economic Environments," University of Michigan, 2003.

"When Does Learning in Games Generate Convergence to Nash Equilibria? The Role of Supermodularity in an Experimental Setting," at ESA North American Conference, 2001, University of Michigan, 2002; Southern Economic Association Annual Conference, 2003.

"Endogenous Differentiation of Information Goods under Uncertainty," at University of Michigan, 2001; ACM Conference on Electronic Commerce, 2001.

"Information Bundling in a Dynamic Environment," at Society for Computational Economics International Conference, 2001.

"System Design, User Costs, and Electronic Usage of Journals," at University of Michigan (The Economics and Usage of Digital Library Collections Conference), 2000; Telecommunications Policy Research Conference (TPRC), 2000.

"Pricing and Bundling Electronic Information Goods: Field Evidence," TPRC, 1999.

OTHER WRITING

Book review of "Teaching Economics: More Alternatives to Chalk and Talk," edited by William E. Becker, Michael Watts and Suzanne R. Becker. *Journal of Economic Literature*, 44(4), December 2006.

GRANTS, FELLOWSHIPS, HONORS AND AWARDS

2010-2009- AARP: "Behavioral Biases and Annuity Choice."
Consultant: Ragnar Frisch Centre for Economic Research: "Improving international cooperation on emission abatement," funded by the Research Council of Norway.
2008-2009 Consultant: The Retirement Security Project: "Expanding Guaranteed Lifetime Income to Middle- and Lower-Income Americans," funded by The Rockefeller Foundation.
2007-2010 NSF 0649484: "RUI: Experiments in Learning from Others in Games" (Sponsors: Economics; Decision, Risk and Management Sciences)
2005 Finalist, Mellon 8-College Summer Stipend
2005 Finalist, Distinguished Dissertation Award, University of Michigan
2002-2003 CARAT/Rackham IT Fellowship, University of Michigan
2000 Summer Research Fellowship, Department of Economics
1999-2000 Department Citation for Excellence in Instruction (all semesters)

TEACHING EXPERIENCE

Williams College

Econ 110: Principles of Microeconomics: Spring 2005, 2006, 2010; Fall 2006, 2010
Econ 382: Industrial Organization: Fall 2004, 2009; Spring 2006, 2007
Econ 401: Senior Seminar: Fall 2004, 2005
Econ 465: Behavioral and Experimental Economics: Spring 2007, 2009, 2011; Fall 2009
Econ 012: Blogonomics: Winter Study 2006

University of Michigan, Graduate Student Instructor:

Econ 453: European Economy: Fall 2000
Econ 430: Business Abroad: Winter 2000
Econ 102: Principles of Economics II (Macroeconomics): Fall 1999

OTHER PROFESSIONAL ACTIVITIES

Referee: *The American Economic Review*, *Computational Economics*, *Eastern Economic Journal*, *Economic Theory*, *Economic Inquiry*, *Economics of Governance*, *Experimental Economics*, *Games and Economic Behavior*, *Information Economics and Policy*, *Journal of Economic Behavior & Organization*, *Management Science*, *Southern Economic Journal*.

Expert Reviewer: National Science Foundation.

Invited Participant:

IFREE International Workshop in Experimental Economics for Young Researchers (2004)

Santa Fe Institute Graduate Workshop in Computational Economics (2002)

Social Science Research Council Summer Workshop in Applied Economics (2000)

PROFESSIONAL AFFILIATIONS

American Economics Association
Economic Science Association

OTHER EXPERIENCE

- 2003–2004 **ApplEcon LLC**, Ann Arbor, MI
Senior Economist
Antitrust litigation support.
- 1999–2003 **University of Michigan**, Ann Arbor, MI
Graduate Student Research Assistant with Jeffrey MacKie-Mason
- 1999–2000 **University of Michigan**, Ann Arbor, MI
Graduate Student Instructor
- 1996–1998 **Pharmaceutical Research Network, Inc.**, New York, NY
Vice President, Finance & Operations
- 1992–1996 *Project Manager*
- 1990–1992 *Research Associate*
- 1989–1990 **Georgetown University**, Washington, D.C.
Research Assistant for Tom Beauchamp, Professor of Philosophy