

September 2017

MARINA AGRANOV

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ACADEMIC APPOINTMENTS

2017 – present **Caltech**, Division of Humanities and Social Sciences: Full Professor
2010 – 2017 **Caltech**, Division of Humanities and Social Sciences: Assistant Professor

EDUCATION

2004-2010 New York University, New York, NY, USA: M.A. and Ph.D. in Economics, May 2010
2001-2006 Tel Aviv University, Ramat Aviv, Israel: M.A. in Economics, June 2003, Magna cum Laude
1995-1999 St. Petersburg State Technical University, St. Petersburg, Russia: B.A. in Economics, June 1999

PUBLICATIONS

“What Makes Voters Turn Out: the Effects of Polls and Beliefs” (with J. Goeree, J. Romero and L. Yariv)
Journal of European Economic Association, forthcoming.

“Stochastic Choice and Preferences for Randomization” (with P. Ortleva)
Journal of Political Economy, 2017, Vol. 125 (1): pp. 40 – 68.

“Static and Dynamic Underinvestment: an Experimental Investigation” (with G. Frechette, T. Palfrey and E. Vespa)
Journal of Public Economics, 2016, Vol. 143: pp.125 – 141.

“Flip-flopping, Intense Primaries and the Selection of Candidates”
AEJ: Microeconomics, 2016, Vol. 8(2): pp. 61-85.

“Equilibrium Tax Rates and Income Redistribution: A Laboratory Study” (with T. Palfrey)
Journal of Public Economics, 2015, Vol. 130, pp. 45-58.

“Naïve Play and the Process of Choice in Guessing Game” (with A. Caplin and C. Tergiman)
Journal of Economic Science Association, 2015, Vol. 1(2), pp. 146-157.

“Communication in Multilateral Bargaining” (with C. Tergiman)
Journal of Public Economics, 2014, Vol. 118, pp. 75-85.

“An Experimental Study of the Impact of Competition for Other People’s Money: the Portfolio Manager Market”
(with A. Schotter and A. Bisin)
Experimental Economics, 2014, Vol. 17(4), pp. 564-585.

“Language and Government Coordination: An Experimental Study of Communication in the Announcement Game”
(with A. Schotter)
Journal of Public Economics, 2013, Vol. 104, pp. 26-39.

“Incentives and Compensation Schemes: an Experimental Study” (with C. Tergiman)
International Journal of Industrial Organization, 2013, Vol. 31(3), pp. 238-247.

“Beliefs and Endogenous Cognitive Levels: an Experimental Study” (with E. Potamites, A. Schotter and C. Tergiman)
Games and Economic Behavior, 2012, Vol. 75, pp. 449-463.

“Ignorance is Bliss: An Experimental Study of the Use of Ambiguity and Vagueness in the Coordination Games with Asymmetric Payoffs” (with A. Schotter)
AEJ: Microeconomics, 2012, Vol. 4 (2), pp. 77-103

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COMPLETED PAPERS

“Collusion through Communication in Auctions” (with L. Yariv)

Revision requested by Games and Economic Behavior

“Transparency versus Back-Room Deals in Bargaining” (with C. Tergiman)

Revision requested by Experimental Economics

“Commitment and (In)Efficiency: a Bargaining Experiment” (with M. Elliott) *submitted*

“The Effects of Income Mobility and Tax Persistence on Income Redistribution and Inequality” (with T. Palfrey) *submitted*

“Persistence of Power: Dynamic Multilateral Bargaining” (with C. Cotton and C. Tergiman) *submitted*

WORK IN PROGRESS

“Efficiency in Matching Markets” (with M. Elliott, B. Golub and E. Talamas)

“Belief Formation over Networks: an Experimental Perspective” (with D. Persitz)

“An Experimental study of Incomplete Preferences, Endowment effect, and Certainty Effect” (with P. Ortoleva)

“An Experiment on Stable Matching with Incomplete Information” (with A. Dianat, L. Samuelson and L. Yariv)

“An Experimental study of Choices from Menus” (with M. Dean, E. Friedman, K. Huynk, and P. Ortoleva)

PROFESSIONAL ACTIVITIES

Interim Director of Caltech Social Science Experimental Laboratory (SSEL) 2017 – present

Associate Editor of Economics Bulletin 2017 – present

Editorial Board of Experimental Economics 2017 – present

Referee for more than 25 journals in Economics, Political Science and government research foundations

HONORS, AWARDS and SCHOLARSHIPS

2017 Foundations of Human Behavior grant for “Efficiency in Matching Markets: an Experimental Approach” (with Matthew Elliott, Benjamin Golub, and Eduard Talamas)

2016 IFREE grant for “An Experiment on Stable Matching with Incomplete Information” (with A. Dianat, L. Samuelson and L. Yariv)

2009 – 2010 Dean’s Dissertation Fellowship, NYU

2004 – 2010 McCracken Fellowship, NYU

2003 Honor scholarship by the Gershon H Gordon Faculty of Social Science, Tel Aviv

2002 Scholarship of Alfred Akirov (benefactor of Eitan Berglas School of Economics), Tel Aviv

2001 – 2004 Merit-based scholarship from Eitan Berglas School of Economics, Tel Aviv University

TEACHING

“Experimetrics” graduate level course (Caltech, SS225)

“Formal Models in Political Science” undergraduate level (Caltech, PS132)

“Formal Models in Political Science” graduate level (Caltech, SS210)

“Economics of Uncertainty and Information” undergraduate level (Caltech, EC135)

Teaching assistant to Public Economics, Experimental Economics and Principles I (NYU)

Conferences

Co-organizer of mini-conference on Experimental Economics 2014

Co-organizer of mini-conference on Experiments in Political Economy 2013

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Seminars:

Penn State, NYU Politics	2016-2017
Georgetown, Pittsburgh, UCL, UCSD Econ, UCSD Rady, Berkeley Haas, Columbia Econ, WZB	2015-2016
Stanford GSB, Columbia, NYU, GMU, Claremont, Loyola, Chapman U, Hamburg	2014-2015
University of Chicago Harris, UC Santa Barbara, LSE Government department	2013-2014
Claremont, Stanford Economics	2012-2013
UCSD Economics, USC Marshall Business School, UBC Economics, UCSD Rady Business School	2011-2012
University of Maryland	2010-2011
Princeton, Brown U., U. of Pittsburg, Caltech, Bocconi, Toulouse School of Economics, Collegio Carlo Alberto, Royal Holloway University of London, Stockholm School of Economics (SITE), WZB (Berlin)	2009-2010

Presentations at Conferences:

Emory – Workshop in Political Economy	2017
Berkeley - UBC Political Economy Conference (Vancouver, Canada)	2016
Matching Markets: Combining Theory and Applications (WZB, Berlin)	2016
Warwick-Princeton Political Economy Workshop (Venice)	2016
Workshop on Lab Experiments in Public Economics (Mannheim)	2016
Econometric Society World Congress	2015
Experimental Economics Conference in Santa Barbara	2014
Public Choice Society conference	2014, 2013
AEA meetings	2017, 2015, 2014, 2013, 2012
Stony Brook Game Theory Workshop	2013
ESA North American Meeting in Tucson (Arizona)	2012, 2011, 2009, 2007
SITE Experimental Economics Segment (Stanford)	2015, 2014, 2013, 2012, 2011
ESA International Meeting in NYU (New York)	2012
Priorat Workshop in Theoretical Political Science (False, Spain)	2012
Conference in Experimental Economics (USC)	2012
UCLA theory workshop	2013, 2010
CREED experimental conference (University of Amsterdam)	2009, 2007
Whitebox Conference on Behavioral Science (Yale School of Management)	2008
Conference on Experiments in Interactive Decision Making (Princeton)	2008
ESA Europe World Meeting at LUISS (Rome)	2007
French Economic Association on Behavioral Economics and Experiments (Lyon)	2007
24 th German-Israeli Foundation for Scientific Research and Development meeting (Berlin)	2003