

**University of Southern California  
Marshall School of Business**

**CONTACT INFORMATION**

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**CURRENT POSITIONS** Associate Professor University of Southern California 2018 -  
Marshall School of Business  
Department of Finance and Business Economics

Research Fellow Schaeffer Center for Health Policy and Economics 2013 -

CESR Fellow USC Dornsife Center for Economic and Social 2013 -  
Research

**PREVIOUS POSITION** Assistant Professor University of Southern California 2009-2018

**EDUCATION** Ph.D. Economics Massachusetts Institute of Technology (MIT) 2009  
B.S. Physics Massachusetts Institute of Technology (MIT) 1998

**CITIZENSHIP** U.S.A.

**FIELDS** Behavioral Economics, Corporate Finance, Applied Microeconomics, Industrial  
Organization

**FELLOWSHIPS, HONORS, AND AWARDS** Excellence in Refereeing Award, *American Economic Review* (2018)  
Hillcrest Behavioral Finance Prize (2016)  
Best Paper Award, California Corporate Finance Conference (2015)  
National Science Foundation Grant (2007-2010), “The Effect of Judicial Bias in  
Chapter 11 Reorganization” (Antoinette Schoar - PI)  
Ewing Marion Kauffman Foundation Grant (2007-2010), “The Effect of Judicial  
Bias in Chapter 11 Reorganization and the Creation of a National Repository for  
Chapter 11 Filings” (Antoinette Schoar - PI)  
George and Obie Shultz Fund (2007), “How Many Pears Would a Pear Packer Pack?  
An Empirical Evaluation of Intertemporal Labor Supply” (with Tal Gross)  
Becker Center Price Theory Summer Camp (2008)  
U.S. Department of Agriculture Grant (2008-2011), “Labels, Location and Price:  
Environmental Influence on Consumer and Firm Behavior” (with Sendhil  
Mullainathan)

**PROFESSIONAL ACTIVITIES** Referee: *American Economic Review*, *AEJ: Applied Economics*, *AEJ: Economic  
Policy*, *BEJ: Economic Analysis & Policy*, *Economic Inquiry*, *Economic Journal*,  
*European Economic Review*, *ILR Review*, *Journal of Banking and Finance*, *Journal  
of Economic Behavior and Organizations*, *Journal of Environmental Economics  
and Management*, *Journal of the Association of Environmental and Resource  
Economics*, *Journal of the European Economic Association*, *Journal of Finance*,  
*Journal of Institutional and Theoretical Economics*, *Journal of Labor Economics*,  
*Journal of Legal Studies*, *Journal of Neuroscience, Psychology and Economics*,  
*Journal of Public Economics*, *Journal of Risk and Insurance*, *Journal of Urban  
Economics*, *Management Science*, *Quarterly Journal of Economics*, *Review of  
Economics and Statistics*, *Review of Economic Studies*, *Review of Financial Studies*

European Finance Association Annual Meeting Program Committee (2019)

Southern California Conference in Applied Microeconomics Organizing Committee (2016-2018)

FMA Annual Meeting Program Committee (2016)

External Reviewer: Research Grants Council of Hong Kong

- PUBLICATIONS** “Battle of the Thermostat: Gender and the Effects of Temperature” (with Agne Kajackaite)  
*PLOS One*, May 2019  
 Press Coverage: ABC, The Atlantic, BBC, Bloomberg, CBC, CBS, CNN, The Daily Show, Forbes, Fortune, Fox News, Los Angeles Times, New York Times, NBC, NPR, PBS, Scientific American, Telemundo, Time Magazine, The Today Show, USA Today, US News and World Report, Vanity Fair, Washington Post, The Week
- “The Effect of Pollution on Worker Productivity: Evidence from Call-Center Workers in China” (with Joshua Graff-Zivin, Tal Gross and Matthew Neidell)  
*American Economic Journal: Applied Economics*, 11(1), 2019  
 Press Coverage: The Economist, Financial Times, Martha Stewart, New York Times, PBS Newshour, Washington Post, Yahoo! Finance
- “Something in the Air: Projection Bias and the Demand for Insurance” (with Wei Huang and Yongxiang Wang)  
*Review of Economic Studies*, 85(3), 2018
- “Going to Pot? Medical Marijuana Dispensaries and Crime” (with Mireille Jacobson)  
*Journal of Urban Economics*, 100, 2017  
 Press Coverage: Curbed, Entrepreneur, L.A. Weekly, Los Angeles Times, N.Y. Daily News, O.C. Register, Pacific Standard, Salon
- “Physician Agency and Patient Survival” (with Craig C. Earle, Mireille Jacobson and Joseph Newhouse)  
*Journal of Economic Behavior & Organizations*, 134, 2017
- “Being Surprised by the Unsurprising: Earnings Seasonality and Stock Returns” (with Samuel M. Hartzmark, David Solomon and Eugene F. Soltes)  
*Review of Financial Studies*, 30(1), 2017  
 Press Coverage: Bloomberg News, Blomberg View, Alpha Architect, Capital Ideas  
 Awards: Hillcrest Behavioral Finance Award, California Corporate Finance Conference Best Paper Award
- “Particulate Pollution and the Productivity of Pear Packers” (with Joshua S. Graff Zivin, Tal Gross and Matthew J. Neidell)  
*American Economic Journal: Economic Policy*, 8(3), 2016  
*Corrigendum*, 11(3), 2019  
 Press Coverage: The Economist, New York Times, Washington Post, Business Insider, Freakonomics
- “Looking for Someone to Blame: Delegation, Cognitive Dissonance and the

Disposition Effect” (with David Solomon and Mark Westerfield)  
*Journal of Finance*, 71(1), 2016.  
 Press Coverage: Financial Times, CNN, Alpha Architect, Ignites, Psychology Today

“How Many Pears Would a Pear Packer Pack if a Pear Packer Could Pack Pears at Quasi-Exogenously Varying Piece Rates” (with Tal Gross)  
*Journal of Economic Behavior & Organizations*, 99, 2014 (Lead article).  
 Press Coverage: Don't Panic Geocast

“A Market for Disaster Preparedness: Using Cap-and-Trade to Regulate Provision of Essential Services,” (with Mireille Jacobson,) in *Regulation versus Litigation: Perspectives from Economics and Law*, Daniel Kessler, editor (2010).

**WORKING PAPERS**

“What Do Not-For-Profit Hospitals Maximize? Evidence from California’s Seismic Retrofit Mandate” (with Mireille Jacobson)  
*Revision Requested: Journal of Public Economics*  
 Press Coverage: New York Times

“Judge Specific Difference in Chapter 11 and Firm Outcomes” (with Antoinette Schoar)  
*Revision Requested: Journal of Finance*

“Reverse Animal Spirits” (with Wei Huang and Yongxiang Wang)

“dlPFC and Optimal Financial Decision-Making” (with Cary Frydman and Todd Hare)

“Categorical Consideration: Evidence and Market Implications”

“Experiments in Choice” (with Sendhil Mullainathan and Eldar Shafir)

**RESEARCH IN PROGRESS**

“Neural Dynamics of Decision-Making in a Financial Trading Task” (with Cary Frydman and Alison Harris)

“Priming Doctors” (with Srikanth Kadiyala and Sendhil Mullainathan)

**POLICY PIECES**

“Going to Pot? The Impact of Dispensary Closures on Crime” (with Mireille Jacobson)  
*CATO Institute Research Briefs in Economic Policy*, November 2017

“When a Retail Store Closes, Crime Increase Around It” (with Mireille Jacobson)  
*Harvard Business Review*, June 2017

“Air Pollution is Making Office Workers Less Productive” (with Joshua Graff-Zivin, Tal Gross and Matthew Neidell)  
*Harvard Business Review*, September 2016

“Being Surprised by the Unsurprising: Earnings Seasonality and Stock Returns” (with Samuel M. Hartzmark, David Solomon and Eugene F. Soltes)  
*Harvard Law School Forum on Corporate Governance and Financial Regulation*,

*September 2016*

“The Effect of Pollution on Worker Productivity: Evidence from Call-Center Workers in China” (with Joshua Graff-Zivin, Tal Gross and Matthew Neidell)  
*VoxEU, July 2016*

- INVITED SEMINARS AND CONFERENCE PRESENTATIONS**
- 2007: AEA/ASSA Annual Meeting – Chicago, IL  
Conference on Financial Contracting: Theory and Evidence – Mannheim, Germany
- 2008: American Law and Economics Association Annual Meeting – New York, NY  
Academy Health Annual Research Meeting – Washington D.C.  
The Economics of Advertising and Marketing Workshop – Frankfurt, Germany  
IUPUI – Indianapolis, IN
- 2009: Harvard Kennedy School of Government – Cambridge, MA  
UCLA Anderson School of Business – Los Angeles, CA  
Yahoo! Research – Sunnyvale, CA  
Michigan State University – East Lansing, MI  
USC Marshall School of Business – Los Angeles, CA  
RAND - Santa Monica, CA  
Behavioral Models of Market Competition – Frankfurt, Germany (discussant)  
NBER Conference on Regulation versus Litigation – Phoenix, AZ  
California Corporate Finance Conference – Los Angeles, CA  
Conference on Empirical Legal Studies – Los Angeles, CA (discussant)
- 2010: AEA/ASSA Annual Meeting – New Orleans, LA  
Trans-Pacific Labor Seminar, UCSB – Santa Barbara, CA  
USDA Economic Research Service Conference and Workshop on Behavioral Economics – Washington D.C.  
Vanderbilt University Law School – Nashville, TN  
Louis and Myrtle Moskowitz Workshop on Empirical Health Law and Business Research, University of Michigan – Ann Arbor, MI  
American Society of Health Economists Biennial Conference – Ithaca, NY (discussant)  
All California Labor Conference, UCSB – Santa Barbara, CA  
RAND – Santa Monica, CA  
Advances with Field Experiments, Wharton – Philadelphia, PA  
Owen Graduate School of Management – Nashville, TN
- 2011: Cornell University – Ithaca, NY  
Southern California Conference in Applied Microeconomics – Claremont, CA (discussant)  
UCLA/UCI/USC Finance day – Los Angeles, CA (discussant)  
NBER Summer Institute – Cambridge, MA  
California Corporate Finance Conference – Los Angeles, CA (discussant)  
Confrencia de Salud y Desarrollo Socio Economico en Latinamerica – Universidad de Chile
- 2012: UCSD Rady School of Business – San Diego, CA  
BU/Harvard/MIT Health Seminar – Cambridge, MA  
UCSB Field Experiments Conference – Santa Barbara, CA  
NBER Organizational Economics Meeting – Cambridge, MA (discussant)

- California Corporate Finance Conference – Los Angeles, CA  
 Conference on Financial Economics and Accounting – Los Angeles, CA  
 (discussant)
- 2013: Cal Poly – San Luis Obispo, CA  
 Southern California Conference on Applied Microeconomics – Claremont,  
 CA  
 Behavioral Economics Annual Meeting – Ithaca, NY  
 Western Finance Association Annual Meeting – Lake Tahoe, NV  
 UC Berkeley – Berkeley, CA
- 2014: AEA/ASSA Annual Meeting – Philadelphia, PA  
 American Society of Health Economists Biennial Conference – Los  
 Angeles, CA  
 Southern California Finance Conference – Claremont, CA  
 NBER Chinese Economy Meeting, Cambridge, MA (discussant)
- 2015: IZA Workshop, Berlin, Germany  
 Southern California Finance Conference – Claremont, CA (discussant)  
 CESR USC, Los Angeles, CA  
 California Corporate Finance Conference – Los Angeles, CA
- 2016: AFA Annual Meeting – San Francisco, CA (discussant)  
 Federal Reserve Bank of Cleveland – Cleveland, OH  
 Midwest Financial Association Conference – Atlanta, GA (discussant)  
 Southern California Conference on Applied Microeconomics – Claremont,  
 CA (session chair)  
 LA Finance Day – Los Angeles, CA  
 Behavioral Economics Annual Meeting – Ithaca, NY  
 Claremont Graduate University – Claremont CA  
 Australian National University – Canberra, Australia  
 USD Law and Finance Conference – San Diego, CA (discussant)  
 FMA Annual Meeting – Las Vegas, NV (session chair)  
 UCSD Rady School of Business – San Diego, CA
- 2017: California Corporate Finance Conference – Los Angeles, CA (discussant)  
 USC – Los Angeles, CA
- 2018: AEA/ASSA Annual Meeting – Philadelphia, PA (discussant)  
 University of Pennsylvania – Philadelphia, PA  
 BRANDS Workshop – Los Angeles, CA  
 USC Marshall PhD Conference – Los Angeles, CA (discussant)  
 Rimrock Global Economic Forum – Costa Mesa, CA  
 NBER Household Finance – Cambridge, MA (discussant)  
 University of Washington Summer Finance Conference – Seattle, WA  
 (discussant)  
 California Corporate Finance Conference – Los Angeles, CA (discussant)  
 Hong Kong University of Science and Technology – Hong Kong  
 The Hong Kong Polytechnic University – Hong Kong  
 Miami Behavioral Finance Conference – Miami, FL (discussant)
- 2019: AEA/ASSA Annual Meeting – Atlanta, GA (discussant)  
 LA Finance Day – Los Angeles, CA  
 WZB Berlin Social Science Center – Berlin, Germany
- 2020: Hebrew University – Jerusalem, Israel (scheduled)  
 Boston College Carroll School of Management – Boston, MA (scheduled)