

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

CONTACT INFORMATION

USC FBE Dept
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ACADEMIC POSITIONS Assistant Professor University of Southern California 2009 -
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

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

CITIZENSHIP U.S.A.

RESEARCH & TEACHING FIELDS Industrial Organization, Behavioral Economics, Corporate Finance, Applied
Microeconomics

FELLOWSHIPS, HONORS, AND AWARDS Hillcrest Behavioral Finance Prize (2015)
California Corporate Finance Conference: Winner Best Paper Award (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)
United States 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*, *ILR Review*, *Journal of
Economic Behavior and Organizations*, *Journal of the European Economic
Association*, *Journal of Finance*, *Journal of Institutional and Theoretical Economics*,
Journal of Legal Studies, *Journal of Public Economics*, *Management Science*,
Quarterly Journal of Economics, *Review of Economics and Statistics*

Southern California Conference in Applied Microeconomics Organizing Committee
(2016-2017)

FMA Annual Meeting Program Committee (2016)

- PUBLICATIONS** “Being Surprised by the Unsurprising: Earnings Seasonality and Stock Returns”
(with Samuel M. Hartzmark, David Solomon and Eugene F. Soltes)
Review of Financial Studies (forthcoming)
- “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.
- “Looking for Someone to Blame: Delegation, Cognitive Dissonance and the Disposition Effect” (with David Solomon and Mark Westerfield)
Journal of Finance, 71(1), 2016.
- “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
- “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).
- RESEARCH PAPERS** “Judge Specific Difference in Chapter 11 and Firm Outcomes” (with Antoinette Schoar)
Revision Requested: Journal of Finance
- “Going to Pot? Medical Marijuana Dispensaries and Crime” (with Mireille Jacobson)
Revision Requested: Journal of Urban Economics
- “What Do Not-For-Profit Hospitals Maximize? Evidence from California’s Seismic Retrofit Mandate” (with Mireille Jacobson)
Revision Requested: Journal of Public Economics
- “Physician Agency and Competition: Evidence from a Major Change to Medicare Chemotherapy Reimbursement Policy” (with Craig C. Earle, Mireille Jacobson and Joseph Newhouse)
Revision Requested: Journal of Economic Behavior & Organizations
- “Categorical Consideration: Evidence and Market Implications”
- “Experiments in Choice” (with Sendhil Mullainathan and Eldar Shafir)
- “The Effect of Pollution on Worker Productivity: Evidence from Call-Center Workers in China” (with Joshua Graff-Zivin, Tal Gross and Matthew Neidell)

- RESEARCH IN PROGRESS**
- “Something in the Air: Projection Bias and the Demand for Insurance” (with Wei Huang and Yongxiang Wang)
- “Neural Dynamics of Decision-Making in a Financial Trading Task” (with Cary Frydman and Alison Harris)
- “Emissions, Ethanol and Health Externalities” (with Sebastian Bauhoff and Mireille Jacobson)
- “Priming Doctors” (with Srikanth Kadiyala and Sendhil Mullainathan)
- “Golden Pigs and Fire Horses: Birth Cohorts, Capacity Constraints and Health Outcomes” (with Srikanth Kadiyala and Mireille Jacobson)
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- 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 (scheduled)
Australian National University – Canberra, Australia (scheduled)
FMA Annual Meeting – Las Vegas, NV (session chair: scheduled)
UCSD Rady School of Business – San Diego, CA (scheduled)