

**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
Research 2013 -

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** Hillcrest Behavioral Finance Prize (2016)
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)
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*, *European Economic
Review*, *ILR Review*, *Journal of Economic Behavior and Organizations*, *Journal of
Environmental Economics and Management*, *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-present)

FMA Annual Meeting Program Committee (2016)

External Reviewer: Research Grants Council of Hong Kong

- PUBLICATIONS** “Physician Agency and Patient Survival” (with Craig C. Earle, Mireille Jacobson and Joseph Newhouse)
Journal of Economic Behavior & Organizations (forthcoming)
- “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](#), [Blomberg\(2\)](#), [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.
Press Coverage: [The Economist](#), [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** “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 (2nd round)
- “What Do Not-For-Profit Hospitals Maximize? Evidence from California’s Seismic Retrofit Mandate” (with Mireille Jacobson)
Revision Requested: Journal of Public Economics
- “The Effect of Pollution on Worker Productivity: Evidence from Call-Center Workers in China” (with Joshua Graff-Zivin, Tal Gross and Matthew Neidell)
Revision Requested: American Economic Journal: Applied Economics
- “Something in the Air: Projection Bias and the Demand for Insurance” (with Wei Huang and Yongxiang Wang)
Revision Requested: Review of Economic Studies
- “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)

“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)

POLICY PIECES

“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)
Vox, 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