

Alex Imas

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Social and Decision Sciences
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Current Academic Positions

William S. Dietrich II Assistant Professor in Behavioral Economics, Carnegie Mellon, 2018 - Present
Assistant Professor of Public Policy, Heinz College (by courtesy), Carnegie Mellon, 2017 - Present

Past Positions and Visits

Visiting Assistant Professor of Behavioral Science, Booth School of Business, 2017 - 2018
Assistant Professor of Social and Decision Sciences, Carnegie Mellon, 2014 - 2018
Senior Visiting Fellow, briq Institute, Bonn, June - July, 2018
Visiting Scholar, Department of Economics, Stanford, May, 2017
Visitor, Department of Economics, London School of Economics, February, 2014 - April, 2014
Post-Doctoral Fellow, Social and Decision Sciences, Carnegie Mellon, 2013-2014

Other Affiliations

CESifo Research Network Affiliate

Research Interests

Behavioral Economics
Judgment and Decision Making

Education

Ph.D. Economics, University of California, San Diego, 2014.
M.A. Economics, University of California, San Diego, 2010.
B.A. Economics (with Honors), Northwestern University, 2007.

Honors

Management Science Meritorious Service Award, Reviewer
30 Top Thinkers under 30, *Pacific Standard*
Hillel-Einhorn New Investigator Award, Society for Judgment and Decision Making, 2014
Distinguished CESifo Affiliate, 2014
Dean's List, 2003-2007

Grants

Robert Wood Johnson Evidence For Action Grant (\$198,940), with A. Brownback and M. Kuhn, 2017-2018
 PNC Center for Financial Services Grant (\$26,000), with G. Loewenstein and C. Morewedge, 2015-2016
 Science of Philanthropy Initiative Grant (\$50,000), with A. Gneezy and E. Keenan, 2014-2015
 PNC Center for Financial Services Grant (\$18,000), with G. Loewenstein and C. Morewedge, 2013-2014
 UCSD Institute for Applied Economics Grant (\$2,500), with M. Kuhn, 2012
 National Science Foundation Graduate Fellowship, 2010-2013
 UCSD Graduate Summer Research Award, 2010

Research

Authorship alphabetical unless noted

Publications

1. Imas, Alex and George Loewenstein. "Is Altruism Sensitive to Scope? The Role of Tangibility." *American Economic Association: Papers & Proceedings*, 2018.
2. Bohren, Aislinn J., Alex Imas and Michael Rosenberg "The Language of Discrimination: Using Experimental versus Observational Data." *American Economic Association: Papers & Proceedings*, 2018.
3. Alex Imas. "The Realization Effect: Risk-Taking After Realized Versus Paper Losses." *American Economic Review*, 2016, 106: 2086-2109. *Winner of the SJDM Hillel-Einhorn Award, 2014.*
4. Imas, Alex, Sally Sadoff and Anya Samek. "Do People Anticipate Loss Aversion?" *Management Science*, 2016.
5. Gneezy, Uri, Alex Imas and Kristof Madrasz. "Conscience Accounting: Emotion Dynamics and Social Behavior," *Management Science*, 2014, 60: 2645-2658.
6. Gneezy, Uri and Alex Imas. "The Materazzi Effect and the Strategic Use of Anger" *Proceedings of the National Academy of Sciences*, 2014, 111: 1334-1337.
7. Alex Imas. "Working for 'Warm Glow': On the Benefits and Limits of Prosocial Incentives," *Journal of Public Economics*, 2014, 114: 14-18.
8. Charness, Gary, Uri Gneezy and Alex Imas. "Experimental Methods: Eliciting Risk Preferences," *Journal of Economic Behavior and Organization*, 2013, 87: 43-57.
9. Gneezy, Ayelet,* Alex Imas,* Leif Nelson, Amber Brown and Michael I. Norton. "Paying to be Nice: Costly Prosocial Behavior and Consistency," *Management Science*, 2012, 58: 179-187. *Equal authorship.

Book Chapters

1. Gneezy, Uri and Alex Imas. "Lab in the Field: Measuring Preferences in the Wild" In Abhijit Banerjee and Esther Duflo (eds.) *Handbook of Field Experiments*, Elsevier, 2016.

Working Papers

1. Bohren, Aislinn J., Alex Imas and Michael Rosenberg "The Dynamics of Discrimination: Theory and Evidence " *revision requested, American Economic Review*
2. Imas, Alex, George Loewenstein and Carey Morewedge. "Mental Money Laundering." *revision requested, Journal of the European Economic Association*
3. Imas, Alex, Diego Lame and Alistair Wilson. "Preference Reversals Between One-Shot and Repeated Decisions: The Case of Regret." *revision requested, Economic Journal*
4. Imas, Alex, Michael Kuhn and Vera Mironova. "Waiting to Choose." *submitted*
5. Schwartz, Daniel, Elizabeth Keenan, Alex Imas and Ayelet Gneezy. "Opting In to Prosocial Incentives."
6. Imas, Alex and Rawley Heimer. "Doing Less with More "
7. Akepanidaworn, Klakow, Rick DiMascio, Alex Imas and Lawrence Schmidt . "Selling Fast and Buying Slow: Biases of Institutional Investors "
8. Evers, Ellen, Alex Imas and George Loewenstein. "Hedonic Editing Revisited: Mental Accounting and Preferences over the Timing of Outcomes "
9. Gneezy, Ayelet, Alex Imas and Ania Jaroszewicz. "Agency, Adversity and Decision Making."
10. Gneezy, Uri, Alex Imas and John List. "Estimating Individual Ambiguity Aversion: A Simple Approach."
11. Gneezy, Ayelet,* Alex Imas* and Dan Ariely. "Taking Control: Helplessness and Negative Reciprocity." *Equal authorship.

Selected Research in Progress

1. "Realizing Gains and Losses: A Study with Compulsive Gamblers. " (with C. Blanco and G. Loewenstein)
2. "Consuming Behavior." (with U. Gneezy)
3. "Window of Impulse " (with C. Morewedge)

Other Research

1. "Plasminogen Activator Inhibitor-1 Regulates Integrin $\alpha v \beta 3$ Expression and Autocrine TGF β " (with B. S. Pedjora, L. E. Kang, P. Carmeliet and A. M. Bernstein), *Journal of Biological Chemistry*, 209, 284.
2. "EEG-based Method of Determining Whether a Subject is a Specific Individual" (with M. Milgramm), U.S. Patent No. 7,594,122.
3. "EEG-based Method for Real Time Attitude Assessment" (with M. Milgramm), U.S. Patent No. 7,570,991.
4. "EEG-based Method for Monitoring Attention and Productivity in a Subject" (with M. Milgramm), U.S. Patent No. 7,574,254.

Teaching

Classes

Undergraduate

Experimental Economics, Carnegie Mellon, Fall 2014, 2015, rating 4.8/5

Behavioral Economics, Carnegie Mellon, Fall 2016, rating 5/5

MBA

Negotiations, Chicago Booth, Winter 2018, rating 4.8/5

PhD

Experimental Economics, Carnegie Mellon, Fall 2013, rating 4.3/5

Judgment and Decision Making, Carnegie Mellon, Spring 2016, 2017, rating 4.5/5

Behavioral Economics, Chicago Booth, Fall 2017, rating 4.1/5

Students

Current

Richard Truncellito, committee, SDS (PhD 2016, Google)

Shereen Chaudhry, committee, SDS (PhD 2016, Wharton Postdoc)

Joe Mccool, committee, Philosophy (Masters 2016, UW Milwaukee, PhD)

Talya Lazerus, committee, SDS (PhD 2017)

David Hagmann, committee, SDS (PhD expected 2018)

Ania Jaroszewicz, co-chair, SDS (PhD expected 2019)

Joachim Talloen, chair, SDS (PhD expected 2020)

Presentations

Invited Talks

2018

University of Toronto, Rotman School of Management, (Marketing)

Penn State University, Smeal College of Business, (Economics)

New York University, CESS Seminar

University of Pennsylvania, Philosophy, Politics and Economics (PPE) Seminar

Temple University, Fox School of Business

Bocconi University, (Economics)

University of Chicago, (Economics brownbag)

University of Chicago, Booth School of Business (Marketing)

University of Amsterdam, CREED (Economics)

briq Institute, (Economics)

Florida State University, (Economics) (*scheduled*)

University of Michigan, Social, Behavioral and Experimental Economics (SBEE) Seminar, (*scheduled*)

Caltech (*scheduled*)

2017

University of Chicago, Booth School of Business (Behavioral Science brownbag)

UCLA Anderson (Behavioral Decision Research)

Harvard University (Economics)

University of Utah (Finance)

Harvard Business School (NOM)

Stanford University (Marketing)

Purdue University (Economics)

2016

University of Chicago, Booth School of Business (Behavioral Science)

Ohio State (Economics)

University of Pennsylvania, The Wharton School (Marketing)

University of Toronto (Marketing)

University of Maastricht (Finance)

Central European University (Economics)

Norwegian School of Economics (Economics)

2015

Yale University, School of Management (Marketing)

University of Zurich (Economics)

Case Western University (Economics)

University of California, Berkeley (Economics)

Stanford University (Economics)

2014

University of Pennsylvania, The Wharton School (OPIM)

Yale University, School of Management (Finance)

UC Berkeley, Haas School of Business (Marketing)

London School of Economics

Warwick Business School, DR@W Forum

City University London, Cass School of Business (Marketing)

Tilburg University (Economics)

Erasmus University (Marketing)

Oxford University, Nuffield College

Cambridge University, Judge School of Business (Marketing)

University of Birmingham (Economics)

University of Nottingham (Economics)

WZB Berlin

Caltech

Cornell University (Economics)

2013

Norwegian School of Economics (Economics)

University of Amsterdam (Economics)

University of Bonn (Economics)

2012

UC San Diego (Economics)
 Carnegie Mellon University (Social and Decision Sciences)
 George Mason University (Economics)
 University of Chicago (Economics Brown Bag)

Conference Presentations

2018

American Economic Association Annual Meeting; Philadelphia, PA
 Judgment and Decision Making Annual Symposium; Snowbird, Utah
 Santa Barbara Conference on Experimental and Behavioral Economics
 Behavioral Economics Annual Meeting (BEAM); New Haven, CT
 Boulder Summer Conference on Consumer Financial Decision Making; Boulder, Colorado

2017

Behavioral Economics Annual Meeting (BEAM); Berkeley, CA (invited participant)
 Gender Agenda: A Research Frontier; Palo Alto, California
 RSF Early-Career Behavioral Economics Conference; Pittsburgh, Pennsylvania (invited discussant)
 ESSET Gerzensee; Gerzensee, Switzerland (invited participant)
 SITE, Experimental; Palo Alto, California
 NBER Behavioral Finance Workshop; Cambridge, MA (invited participant)
 Society of Judgment and Decision Making Conference; Vancouver, CA

2016

Santa Barbara Conference on Experimental and Behavioral Economics
 Society for Personality and Social Psychology, JDM Pre-conference; San Diego, California
 Invitational Choice Symposium; Alberta, Canada
 Security and Human Behavior Workshop; Washington, DC
 Behavioral Economics Annual Meeting (BEAM); Ithaca, NY (invited participant)
 CESifo Area Conference in Behavioral Economics; Munich, Germany
 NBER Behavioral Finance Workshop; Cambridge, MA (invited participant)
 Society of Judgment and Decision Making Conference; Boston, MA

2015

Experimental Methods in Policy Conference; Cancun, Mexico
 Morality, Incentives and Unethical Behavior Conference; San Diego, California
 NBER Conference on Economics of Field Experiments; Boston, Massachusetts
 Behavioral Economics Annual Meeting (BEAM); New Haven, CT (invited participant)
 Security and Human Behavior Workshop; Washington, DC
 Behavioral Science & Policy Association Conference; New York, New York
 RSF Early-Career Behavioral Economics Conference; Chicago, Illinois
 SITE, Experimental; Palo Alto, California
 Association for Consumer Research Conference; New Orleans, Louisiana

2014

Society of Judgement and Decision Making Conference, Einhorn Talk; Long Beach, California
CESifo Area Conference in Behavioral Economics; Munich, Germany
Behavioral Decision Research in Management (BDRM); London, UK
Boulder Summer Conference on Consumer Financial Decision Making; Boulder, Colorado
Fundraising Insights Conference; London UK

2013

Society of Judgment and Decision Making Conference; Toronto, Canada
Science of Philanthropy Initiative; Chicago, Illinois
SITE, Experimental; Palo Alto, California
European Association for Consumer Research Pre-Conference; Barcelona, Spain
Society for Consumer Psychology; San Antonio, Texas
Celebrating 25 Years of 'Warm Glow'; San Diego, California

2012

Economic Science Association North American Conference; Tucson, Arizona
Deception, Incentives and Behavior Symposium; San Diego, California

2011

Economic Science Association North American Conference; Tucson, Arizona
Whitebox Behavioral Conference; New Haven, Connecticut

2010

Economic Science Association North American Conference; Tucson, Arizona

Professional Activities

Academic Service

SPSP JDM Preconference Organizing Committee: 2016-
JDM Hillel Einhorn Award Committee: 2016
Spring School in Behavioral Economics: Faculty, 2014-
SJDM Conference: Reviewer, 2015, 2016, 2017
ACR Program Committee Member, 2017

Reviewer

American Economic Review
American Economic Journal: Applied
American Political Science Review
Behavioral Science and Policy
European Economic Review
Econometrica
Economic Journal
Economic and Social Research Council (ESRC)
Experimental Economics
Games and Economic Behavior
Journal of Economics and Management Strategy

Journal of Behavioral and Experimental Economics
Journal of the European Economic Association
Journal of Economic Behavior and Organization
Journal of Economic Psychology
Journal of Finance
Journal of Marketing Research
Journal of Neuroscience, Psychology and Economics
Journal of Personality and Social Psychology
Journal of Public Economics
Management Science
Marketing Science
Mathematical Social Sciences
National Science Foundation
Nature: Human Behavior
PLOS-1
Proceedings of the National Academy of Sciences
Psychological Science
Quarterly Journal of Economics
Review of Economics and Statistics
Review of Economic Studies
Review of Finance
Science
Sloan Foundation
Theory and Decision

Organizational Affiliations

CESifo Research Network
American Economic Association
Society of Judgment and Decision Making
Society for Personality and Social Psychology