

Alex Imas

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University of Chicago
Booth School of Business
5807 S Woodlawn Ave.
Chicago, IL 60637.

Phone: (224) 392-3669
Email: Alex.Imas@chicagobooth.edu
Homepage: www.aleximas.com

Current Academic Positions

Assistant Professor of Behavioral Science and Economics, Booth School of Business, University of Chicago, 2020 -

Past Positions and Visits

William S. Dietrich II Assistant Professor in Behavioral Economics, Carnegie Mellon, 2018 - 2020
Assistant Professor of Economics, Tepper School of Business (courtesy), Carnegie Mellon, 2018 - 2020
Assistant Professor of Public Policy, Heinz College (courtesy), Carnegie Mellon, 2017 - 2020
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, 2019
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

Professional Affiliations

Human Capital & Economic Opportunity, Faculty Affiliate, 2020 -
CESifo Research Network Fellow, 2019 -
CESifo Research Network Affiliate, 2014-2019

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.

Editorial Activities

Associate Editor, *Journal of the European Economic Association*, January 2021 -

Honors

Exeter Prize for best paper published in Experimental Economics, Behavioural Economics, and Decision Theory
 New Investigator Award, Behavioral Science and Policy Association
American Economic Review, Excellence in Refereeing Award 2018
 INFORMS Decision Analysis Society Best Publication Award, Finalist
Management Science Meritorious Service Award, Reviewer
 30 Top Thinkers under 30, *Pacific Standard*
 Hillel-Einhorn New Investigator Award, Society for Judgment and Decision Making
 Distinguished CESifo Affiliate Award
 Dean's List, 2003-2007

Grants

Robert Wood Johnson Evidence For Action Grant (\$198,940), with A. Brownback and M. Kuhn, 2017-2018
 Department of Health and Human Services Administration for Children and Families Award (\$25,000), with A. Jaroszewicz, 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

Publications and Acceptances

Authorship alphabetical unless indicated otherwise.

1. Hartzmark, Samuel, Hirshman, Samuel and Alex Imas. "Ownership, Learning and Beliefs" *conditionally accepted, Quarterly Journal of Economics*
2. Heimer, Rawley and Alex Imas. "Biased by Choice: How Access to Leverage Exacerbates Financial Mistakes " *Review of Financial Studies*, accepted.
3. Imas, Alex, George Loewenstein and Carey Morewedge. "Mental Money Laundering." *Journal of the European Economic Association*, accepted.
4. Hsee, Christopher*, Ying Zeng, Xilin Li and Alex Imas "Bounded Rationality in Strategic Decisions: Undershooting in a Resource Pool-Choice Dilemma," *Management Science*, accepted. *First author.
5. Gneezy, Ayelet, Alex Imas and Ania Jaroszewicz. "The Impact of Agency on Time and Risk Preferences." *Nature: Communications*, 2020.
6. Bohren, Aislinn J., Alex Imas and Michael Rosenberg "The Dynamics of Discrimination: Theory and Evidence " *American Economic Review*, 2019, (lead article).

Exeter Prize for best paper published in Experimental Economics, Behavioral Economics, and Decision Theory

7. Schwartz, Daniel, Elizabeth Keenan, Alex Imas and Ayelet Gneezy. "Opting In to Prosocial Incentives." *Organizational Behavior and Human Decision Processes*, 2019.
8. Imas, Alex and George Loewenstein. "Is Altruism Sensitive to Scope? The Role of Tangibility." *American Economic Association: Papers & Proceedings*, 2018.
9. Bohren, Aislinn J., Alex Imas and Michael Rosenberg "The Language of Discrimination: Using Experimental versus Observational Data." *American Economic Association: Papers & Proceedings*, 2018.
10. 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

Winner of the Distinguished CESifo Affiliate Award

INFORMS Decision Analysis Society Best Publication Award, finalist

11. Imas, Alex, Sally Sadoff and Anya Samek. "Do People Anticipate Loss Aversion?" *Management Science*, 2016.
12. Gneezy, Uri, Alex Imas and Kristof Madrasz. "Conscience Accounting: Emotion Dynamics and Social Behavior," *Management Science*, 2014, 60: 2645-2658.
13. 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.
14. Alex Imas. "Working for 'Warm Glow': On the Benefits and Limits of Prosocial Incentives," *Journal of Public Economics*, 2014, 114: 14-18.
15. Charness, Gary, Uri Gneezy and Alex Imas. "Experimental Methods: Eliciting Risk Preferences," *Journal of Economic Behavior and Organization*, 2013, 87: 43-57.
16. 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. Akepanidaworn, Klakow, Rick DiMascio, Alex Imas and Lawrence Schmidt . "Selling Fast and Buying Slow: Heuristics and Trading Performance of Institutional Investors" *revision requested, Journal of Finance*
2. Imas, Alex, Michael Kuhn and Vera Mironova. "Waiting to Choose." *revision requested, American Economic Journal: Microeconomics*
3. Evers, Ellen and Alex Imas. "Mental Accounting, Similarity, and the Timing of Outcomes" *revision requested, Psychological Review*

4. Brownback, Andy, Alex Imas and Michael Kuhn. "Behavioral Food Subsidies" *submitted*
5. Bohren, Aislinn J., Kareem Haggag, Alex Imas and Devin Pope. "Inaccurate Statistical Discrimination"
6. Imas, Alex, Diego Lame and Alistair Wilson. "Preference Reversals Between One-Shot and Repeated Decisions: The Case of Regret."
7. "Dynamic Inconsistency in Risky Choice: Evidence from the Lab and Field." (with R. Heimer, Z. Iliewa, and M. Weber)
8. "Mimetic Dominance and the Economics of Exclusion: Private Goods in Public Context." (with K. Madarasz)
9. "Are Non-Contingent Rewards More Effective in Motivating New Behavior? Evidence from the Field." (with D. Schwartz)

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, 2018, 2020, rating 4.79/5

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

Jinwoo Kim, Tepper Marketing, Carnegie Mellon (PhD expected 2022)

Daniel Wall, SDS, Carnegie Mellon (PhD expected 2021)

Joachim Talloen, chair, SDS, Carnegie Mellon (PhD expected 2020)

Past

Felipe Augusto de Araujo, Economics, University of Pittsburgh (PhD 2020, Lehigh University Assistant Professor)

Ania Jaroszewicz, co-chair, SDS, Carnegie Mellon (PhD 2020, Harvard Post doc)

Samuel Hirshman, Behavioral Science, Booth (PhD 2020, UC Boulder Post doc)

David Hagmann, SDS, Carnegie Mellon (PhD 2019, Harvard Kennedy Post doc)

Richard Truncellito, SDS, Carnegie Mellon (PhD 2016, Google)

Shereen Chaudhry, SDS, Carnegie Mellon (PhD 2016, UChicago Booth, Assistant Professor)

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

Talya Lazerus, committee, SDS, Carnegie Mellon (PhD 2017)

Presentations

Invited Talks

2021: Berlin Behavioral Economics Seminar (Economics, *scheduled*), Tinbergen Institute Seminar (Finance, *scheduled*), Hong Kong University (Finance, *scheduled*)

2020: USC Marshall School of Business (Marketing), University of Washington, Foster School of Business (Finance), Simon Fraser University (Economics), Middlebury College (Economics), Harvard University (Social Psychology), Yale University (Behavioral Science Workshop), New Economic School (Economics), Higher School of Economics (Economics and Finance)

2019: Iowa State (Economics), UC Berkeley (Economics), ETH Zurich and University of Zurich (Law and Economics), Max Planck Institute, University of British Columbia Saunderson School of Business (Finance), Washington University in St. Louis Olin School of Business (Economics), Boston University Questrom School of Business (Economics), UCLA Anderson (Behavioral Decision Research)

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 (Marketing), 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), University of Michigan, Social, Behavioral and Experimental Economics (SBEE) Seminar, University of Frankfurt, Caltech

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

2020: Judgment and Decision-Making Winter Symposium (Snowbird, UT), Santa Barbara Conference on Experimental and Behavioral Economics (Santa Barbara, CA), NBER Behavioral Finance (online), Behavioral Economics Annual Meeting (BEAM) (online), SFS Cavalcade North America (online), CESifo Area Conference in Behavioral Economics (Munich, Germany)

2019: American Finance Association Annual Meeting (Atlanta, GA), Judgment and Decision-Making Winter Symposium (Snowbird, UT), UCSB TEC Conference (Santa Barbara, CA), European Behavioral Economics Meeting (EBEM) (Bonn, Germany)

2018: American Economic Association Annual Meeting (Philadelphia, PA), Judgment and Decision Making Annual Symposium (Snowbird, Utah), Santa Barbara Conference on Experimental and Behavioral Economics (Santa Barbara, CA), Behavioral Economics Annual Meeting (BEAM) (New Haven, CT), Boulder Summer Conference on Consumer Financial Decision Making (Boulder, Colorado), Society of Judgment and Decision Making Conference (New Orleans, LA), CESifo Area Conference in Behavioral Economics (Munich, Germany)

2017: Behavioral Economics Annual Meeting (BEAM) (invited participant, Berkeley, CA,), Gender Agenda: A Research Frontier (Palo Alto, California), RSF Early-Career Behavioral Economics Conference (discussant, Pittsburgh, Pennsylvania), ESSET Gerzensee (invited participant, Gerzensee, Switzerland), SITE, Experimental (Palo Alto, California), Society of Judgment and Decision Making Conference (Vancouver, CA)

2016: Santa Barbara Conference on Experimental and Behavioral Economics (Santa Barbara, CA), 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) (invited participant, Ithaca, NY), CESifo Area Conference in Behavioral Economics (Munich, Germany), NBER Behavioral Finance Workshop (discussant, Boston, MA), 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) (invited participant, New Haven, CT), 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

brq Summer School in Behavioral Economics: Faculty, 2019

Booth Conference on Behavioral Approaches to Financial Decision Making, Organizer: 2019 -

SPSP JDM Preconference Organizing Committee: 2016 - 2019

JDM Hillel Einhorn Award Committee: 2016 - 2019

Spring School in Behavioral Economics: Faculty, 2014-

SJDM Conference: Reviewer, 2015, 2016, 2017, 2018

ACR Program Committee Member, 2017

Reviewer

American Economic Journal: Applied, American Economic Journal: Microeconomics, American Economic Review, American Economic Review: Insights, American Political Science Review, Behavioral Science and Policy, Cognition, European Economic Review, Econometrica, Economic Journal, Economic Letters, 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 Economic Theory, Journal of Experimental Psychology: General, Journal of Finance, Journal of Financial Markets, Journal of Marketing Research, Journal of Neuroscience, Psychology and Economics, Journal of Personality and Social Psychology, Journal of Political Economy, Journal of Public Economics, Management Science, Marketing Science, Mathematical Social Sciences, National Science Foundation, Nature: Human Behavior, Organizational Behavior and Human Decision Processes, 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, Review of Financial Studies, Science, Sloan Foundation, Theory and Decision

Organizational Affiliations

Human Capital & Economic Opportunity Research Network

CESifo Research Network

American Economic Association

Society of Judgment and Decision Making

Society for Personality and Social Psychology