

# Julian Jamison

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**Date of Birth:** Jan 17, 1973 (California, USA)

**Citizenship:** U.S.A.

## FIELDS OF INTEREST

Behavioral Economics  
Experimental Economics

Health Decisions and Policy  
Microeconomic Theory

Development Economics  
Neuroeconomics

## EDUCATION

*Social Sciences Division, California Institute of Technology (Pasadena, CA)* 1998-99  
Postdoctoral Scholar in Economics

*Massachusetts Institute of Technology (Cambridge, MA)* 1994-98  
Ph.D., Economics  
Advisors: Lones Smith and Peter Diamond  
Fields: Microeconomics, Political Economy, Economic History, Econometrics  
Thesis: "Bringing Game Theory Back to Earth: Thinking, Feeling, and Talking"

*California Institute of Technology (Pasadena, CA)* 1990-94  
M.S., Mathematics  
B.S. (with Honors), Mathematics

## POSITIONS HELD

*Research Department, Federal Reserve Bank (Boston, MA)* 2009-  
Senior Economist, Center for Behavioral Economics

*Brain and Creativity Institute, University of Southern California (Los Angeles, CA)* 2006-09  
Research Assistant Professor of Psychology

*University of California (Berkeley, CA and San Francisco, CA)* 2004-06  
Fellow, Robert Wood Johnson Health & Society Scholars Program  
Research Director, Experimental Social Science Laboratory

*MEDS Dept, Kellogg School of Management, Northwestern University (Evanston, IL)* 1999-  
Assistant Professor of Managerial Economics and Decision Science 2004

## VISITING POSITIONS

*Department of Economics, Harvard University (Cambridge, MA)* 2010-  
*Women and Public Policy Program, Harvard University (Cambridge, MA)* 2009-  
*Department of Economics, Yale University (New Haven, CT)* 2008-10  
*Kennedy School of Government, Harvard University (Cambridge, MA)* 2008-09  
*Intelligent Systems Division, Ames Research Center, NASA (Mountain View, CA)* 2008  
*Finance and Economics, HEC School of Management (Jouy-en-Josas, France)* 2007  
*Social Sciences Division, California Institute of Technology (Pasadena, CA)* 2006-07

## JOURNAL ARTICLES

- “Costly Offers and the Equilibration Properties of the Multiple Unit Double Auction Under Conditions of Unpredictable Shifts of Demand and Supply” (with Charles R. Plott), *J of Economic Behavior and Organization*, **32** (April 1997), pp. 591-612.  
Reprinted in *Market Institutions and Price Discovery: Collected Papers on the Experimental Foundations of Econ & Polit Sci (II)*, Edward Elgar Publishers, Cheltenham UK (2001).
- “Lithium Revisited: Savings Brought About by the Use of Lithium, 1970-1991” (with Richard J. Wyatt and Ioline Henter), *Psychiatric Quarterly*, **72:2** (Summer 2001), pp. 149-166.
- “The Le Chatelier Principle in Lattices,” *Economics Bulletin*, **3:2** (2006), pp. 1-9.
- “What’s in the Dictionary (or Is It?)” (with Johannes Hörner), *J of Quantitative Linguistics*, **14:2** (2007), pp. 215-21.
- “Collusion with (Almost) No Information” (with Johannes Hörner), *RAND J of Economics*, **38:3** (2007), pp. 804-22.
- “Sequential Common-Value Auctions with Asymmetrically Informed Bidders” (with Johannes Hörner), *Review of Economic Studies*, **75** (2008), pp. 475-98.
- “To Deceive or Not to Deceive: The Effect of Deception on Behavior in Future Laboratory Experiments” (with Dean Karlan and Laura Schechter), *J of Econ Behav and Org*, **68** (2008), pp. 477-88.
- “Well-Being and Neuroeconomics,” *Economics and Philosophy*, **24:3** (2008), pp. 407-18.
- “When Curiosity Kills the Profits: An Experimental Examination” (with Dean Karlan), *Games & Economic Behavior*, **66** (2009), pp. 830-40.
- “Methodological Challenges in Psychiatric Treatment Adherence Research” (with Dawn Velligan et al.), *Clinical Schizophrenia & Related Psychoses*, **4:1** (2010), pp. 74-91.
- “Multiple Selves in Intertemporal Choice” (with Jon Wegener), *J of Econ Psych*, **31** (2010), 832-9.
- “Characterizing the Amount and Speed of Discounting Procedures” (with Dean T. Jamison), *J of Benefit-Cost Analysis*, **2:2** (2011), Article 1.
- “Strategic Choice of Preferences: the Persona Model” (with David H. Wolpert David Newth, and Michael Harre), *B.E. Journal of Theoretical Economics*, **11:1** (2011), Article 18.
- “Ambiguous Solicitation: Ambiguous Prescription” (with Robert Gazzale, Alexander Karlan, and Dean Karlan), *Economic Inquiry*, forthcoming.
- “Incentivizing Safe Sex: A randomized trial of conditional cash transfers for HIV/STI prevention in rural Tanzania” (with Damien de Walque *et al.*), *Brit Med J Open*, forthcoming.
- “Games with Synergistic Utilities”, *Games*, provisionally accepted.
- “Shifting Confidence in Home Ownership: The Great Recession” (with Anat Bracha), *B.E. Journal of Macroeconomics*, provisionally accepted.

## **BOOK CHAPTERS**

- “Do Only Women Clean in a ‘Perfect’ World?” (with Johannes Hörner), *Proc of the Int’l Conf of Mathematicians 2002: Game Theory & Applications*, Qingdao Publishing House (2002).
- “Incorporating Deaths Near the Time of Birth into Estimates of the Global Burden of Disease” (with Dean T. Jamison, Sonbol Shahid-Salles, Joy Lawn, and Jelka Zupan), in *The Global Burden of Disease and Risk Factors*, Alan Lopez *et al* (eds.), Oxford (2006).
- “Toward a Theory of Syntax and Persuasive Communication”, in *Exact Methods in the Study of Language and Text*, Grzybek and Köhler (eds.), de Gruyter, Berlin (2007).
- “Schelling Formalized: Strategic Choices of Non-Rational Behavior” (with David H. Wolpert), in *Evolution and Rationality*, Binmore and Okasha (eds.), UK (2012).

## **OTHER PUBLICATIONS**

- “Designing Markets for the Common Good”, *Kellogg World*, **3** (Winter 2002).
- “Optimal Strategy for a Number-Guessing Game” (with Kenneth Schilling, Christian Blatter, *et al*), *Amer Math Monthly*, **113:1** (2006), pp. 81-82.
- “Live to Regret Those Calories...”, Letter to the Editor, *The New York Times* (Nov 6, 2006).
- “Libertarian Paternalism and Growing Up”, *Harvard College Economic Review* (Spring 2011).
- “The Paradox of Voting Revisited”, *Harvard College Economic Review* (Spring 2012).

## **WORKING PAPERS**

- “Evaluation of a Sexual Health Information Mobile Texting Service in Uganda” (with Dean Karlan and Pia Raffler)
- “Social Learning: Imitation, Information, and Externalities” (with David Owens and Glenn Woroch)
- “Neural Correlates of Pure Time Preference” (with Jon Wegener *et al.*)
- “Hotelling’s Spatial Model with Finitely Many Consumers” (with Johannes Hörner)
- “Measuring Preferences and Predicting Outcomes” (with Dean Karlan)
- “The Effect of Circadian Cycle Disruptions on Risk Attitudes and Decision-making in Emergency Medicine Residents” (with Karen Shih and Stuart Swadron)

## **MEDIA COVERAGE**

- “Random Lives in Northern Uganda” by Dwyer Gunn, *freakonomics.com*, Aug 3, 2009.
- “Next Generation of Homeowners Are [sic] Freaked Out” by Michael S. Derby, *wsj.com Real Time Economics*, Oct 18, 2011.
- “What’s Behind the Lack of Confidence” by Binyamin Appelbaum, *nytimes.com Economix*, Oct 18, 2011.

“Seniors Hit by the Housing Market Still Think It’s Great” by Madeleine Scinto, *businessinsider.com*, Oct 20, 2011.

## **GRANTS**

“Le Chatelier’s Principle Generalized,” Richter Memorial Fund, 1992  
“When Curiosity Kills the Profits” (with Dean Karlan), Russell Sage Foundation, 2000  
“The Value of Information,” Kellogg Dispute Resolution Center; 2000  
“Adoption of Communications Technologies” (with Karlene Roberts *et. al*), France Télécom R&D; 2005  
“Measuring Economic Parameters in Adolescents,” Behavioral Economic Epidemiology Center, 2005-06  
“Neuroeconomics and Health,” Robert Wood Johnson and NIH, 2005-07  
“Empirical Elucidation of Subjective Well-being” (with Jodi Helpert), Robert Wood Johnson, 2006-07  
“Personas and Optimal Management” (with David Wolpert), Kauffman Foundation, 2007-08  
“Complexity and Information” (with Lior Pachter), Kauffman Foundation, 2007-08  
“Sustainable Transformation of Youth in Liberia” (with Chris Blattman), World Bank, 2010-12

## **CONSULTING**

Innovations for Poverty Action	World Bank Group
National Institute of Mental Health	Jet Propulsion Laboratory
Lockheed-Martin Corporation	Bates White, LLC

## **HONORS/AWARDS**

Robert A. Millikan Scholarship and Carnation Fellowship (Caltech)  
Honorable Mention (top 100 internationally) on Putnam Mathematics Examination  
Elected to *Tau Beta Pi* Engineering Honor Society  
E.T. Bell Prize for Outstanding Undergraduate Mathematics Research  
‘Dean’s List’ for Exceptional Teaching (Kellogg)  
Selected for *Cutting Edge: Highlights of Emergency Medicine Research* (ACEP 2006)  
Invited Speaker at Plenary Debate on Neuroeconomics, ESA World Congress (Rome)  
Best Paper Award, *ConNEcs 2008* (Copenhagen)  
Young Leader’s Forum, National Committee on US-China Relations (2010-2012)

## **INVITED TALKS**

*Cheap-Talk*: Caltech, Middlebury, Rochester – Simon, NSA, Penn State, Summer Tel Aviv 1999  
*Renegotiation Perfection*: MIT, Caltech, Texas – Austin, University of British Columbia, Northwestern – Kellogg School, UCSB, UCLA, University of Rochester, USC  
*Assigning and Trading Tasks*: Institute for Economics (Copenhagen)  
*When Curiosity Kills the Profits*: Wesleyan, Northwestern, Washington & Lee University  
*Experimental Economics*: Northwestern – Kellogg School, UCSF Summer Internship Program  
*Sequential Auctions*: London School of Economics, Royal Holloway College (London), IESE Business School (Barcelona), Univ of Bonn, HEC Paris, University of Copenhagen  
*Discounting*: Resources for the Future, Illinois State, Int’l Health Economics 2005 (Barcelona), Washington & Lee, Law/Econ/Neuro Conference (USC), CEAR (Georgia State), CBS  
*Collusion without Info*: Carlos III (Madrid), Pompeu Fabra (Barcelona), MBS (Melbourne)  
*Hotelling*: UC-Berkeley, Univ of Copenhagen, USC, Joint Game Theory Seminar (IHP, Paris)  
*Neuroeconomics*: RWJ Workshop (Madison), Danish Research Centre for MR (Copenhagen), Gallo Institute, Johns Hopkins Medical Inst, SAET 2007 (Kos), ESA 2007 (Rome), York  
*Exp’l Econ & Health*: Behavioral Econ & Epi (Berkeley), Princeton – Wilson, ASHE (Madison), McGill, Otago, Berkeley Int’l Group, Boston Fed, UCSD – Rady, Yale – Public Health  
*SES and Health in Mexico*: International Health Economics Assoc 2005 (Barcelona)  
*To Deceive or Not*: UC Berkeley, USC Psychology, Aberdeen, Nuffield (Oxford)  
*Persona Games*: Yale, Essex, HEC Paris  
*Social Learning*: FSU Game Theory Conference, CEDEX (Nottingham), ICES (George Mason)  
*Preferences and Health Behavior*: Harvard – Kennedy, Boston Fed, Iowa State, York, Middlebury, ABCDE 2010 (Stockholm), Penn State – Smeal, Carlo Alberto  
*Behavioral Econ*: SF Fed CRA Conference 2010 (New Orleans); Danish Financial Analysts  
*Endog Preferences*: ConNecs 2010 (Copenhagen); Biology, Neurosci, & Econ (USC 2011), EIEF

*Shifting Confidence*: Boston Fed

### **OTHER PRESENTATIONS**

*Valuable Cheap-Talk*: Arne Ryde Symposium 1997 (Lund), MIT

*The Le Chatelier Principle*: MIT, Caltech

*Assigning and Trading Tasks*: Games 2000 (Bilbao), MIT, Mars Society 1999 (Boulder)

*Women Clean*: Northwestern, Econometric Society 2002 (Brisbane), ICM 2002 (Qingdao)

*Sequential Auctions*: Canadian Econ Theory 2003 (Vancouver), NASMES 2003 (Evanston),

ESEM 2003 (Stockholm), Games 2004 (Marseille), Northwestern University

*Discounting*: European Econ Association 2003 (Stockholm), Neuroeconomics 2005 (Kiawah)

*Collusion without Info*: Society for Economic Design 2004 (Mallorca)

*Hotelling's Spatial Model*: Econometric Society World Congress 2005 (London)

*Experiments and Health*: RWJ HSS Meeting (Santa Fe), Economic Science Assoc 2006 (Tucson)

*Social Learning*: French Econ Association 2007 (Lyon), IO Workshop 2009 (Lecce)

*Preferences in Rats*: Econ Science Assoc 2008 (Pasadena), Neuroecon 2008 (Park City)

*Persona Games*: Games 2008 (Evanston)

*Preferences and Health Behavior*: 4<sup>th</sup> Nordic 2009 (Oslo), ESE Kahneman 2009 (Rotterdam),

ASSA 2011 (Denver), SEEDEC 2011 (Berkeley)

*Endogenous Preferences*: Behavioral DM 2011 (IDC, Herzliya)

### **PROFESSIONAL SERVICE**

Classes Taught: Managerial Economics; Probability and Statistics; Game Theory; Information Economics; Experimental Economics; Neuroeconomics and Well-being; Microeconomic Theory (PhD and MPA)

Refereeing: *Econometrica*, *Econ J*, *IJGT*, *JET*, *JPE*, *Man Sci*, *BEP Theory*, *RAND J of Econ*, *BEP Policy*, *JF*, *IJIO*, *Econ Inquiry*, *Econ Dev & Cultural Change*, *J Pub E*, *J Dev Econ*, *J Mktg Research*, *JEEA*, *Games*, *REStud*, McGraw-Hill, Princeton Univ Press

Membership: Econometric Society, Mathematical Association of America, Economic Science Association, Tau Beta Pi, Mars Society