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EDUCATION: Ph.D. in Economics, Carnegie-Mellon University, 1977  
M.S. in Economics, Carnegie-Mellon University, 1974  
B.A. in Political Science and Economics, Washington & Lee University, 1970

PRESENT POSITION: University of Virginia  
A. Willis Robertson Professor of Political Economy, 2002-  
Professor of Public Policy, Batten School of Leadership  
and Public Policy

PREVIOUS POSITIONS: Department of Economics, University of Virginia  
Merrill H. Bankard Professor, 1996-2002  
Professor, 1989-1996  
Associate Professor, 1983-1989  
Visiting Assistant Professor, 1979-1980

Department of Economics, University of Minnesota  
Associate Professor, 1982-1983  
Assistant Professor, 1976-1981

SHORT-TERM APPOINTMENTS: University of Amsterdam  
Honorary Professor, 2003-

New York University  
Visiting Scholar, Spring 2003, Spring 2009

California Institute of Technology  
Visiting Scholar, Fall 1999, Spring 2006

University of Copenhagen  
CIE Visiting Lecturer, July 1996

University of Amsterdam  
CREED Visiting Scholar, June 1996

Stanford University  
Visiting Scholar, Spring 1996

Universite Louis Pasteur  
Strasbourg, France, May 1995-May 1996

University of Arizona  
Economic Science Laboratory, July 1989

Autonomous University of Barcelona, 1986-1988

Federal Trade Commission, intermittent 1983-1993

ACADEMIC AWARDS:

Economic Theory Fellow in the Society for the  
Advancement of Economic Theory, 2011

Kenneth G. Elzinga Teaching Award  
Southern Economic Association, 2008

L. J. Savage Award  
Dissertation research in Bayesian analysis, 1977

Alexander Henderson Award  
Dissertation in economic theory, CMU, 1977

DEPARTMENT POSITIONS:

Chair, September 1996-1999, 2009-2013.  
Director, Thomas Jefferson Center for Political Economy,  
1993-1996, 2001-2002  
Director of Graduate Studies, 1989-1992  
Director of Undergraduate Studies, 1985-86  
Director of Distinguished Majors Program, 1984, 85, 88

EDITORIAL BOARDS:

*Experimental Economics*, Kluwer Academic Press,  
founding Co-editor, 1997-2004; Advisory Editor, 2004-  
*American Economic Review*, 1999-2004

MEMBERSHIPS:

Society of Economic Educators, 2007-; President 2009-10  
Southern Economic Association, President, 2002; Board,  
2003-2004; Vice President, 1993-1994  
NSF various panels (Economics, DRMS, DTS, HSD  
Infrastructure, IGERT)  
American Economic Association, Committee on Economic  
Education, 2000-2004  
Economic Science Association, President, 1991-1993

GRADUATE TEACHING:

Experimental Economics  
Industrial Organization  
Microeconomic Theory  
Economics of Information and Uncertainty  
Mathematical Economics  
Game Theory (Economics and Politics)

UNDERGRADUATE TEACHING:

Nobel Laureates in Economics  
Experimental Economics  
Intermediate Microeconomics  
Intermediate Macroeconomics  
Mathematical Economics  
Industrial Organization  
Antitrust Economics  
Principles of Economics  
First Year Seminar in Behavioral Economics

FOREIGN LANGUAGE:

Spanish

PROGRAMMING:

PHP, AJAX, MYSQL, HTML, MATLAB

GRANTS

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NATIONAL SCIENCE FOUNDATION GRANTS:

- 2009-2014 NSF “An Experimental Analysis of Conflict Bargaining” (with 4 co-PIs)
- 2009-2013 NSF “An Experimental Analysis of Terrorism Issues” (with 4 co-PIs)
- 2009-2011 NSF “Doctoral Dissertation Research: An Experimental Analysis of Tort Litigation”  
(for Sean Sullivan)
- 2008-2012: NSF DUE 0737472, “Using Clicker Technology for Large-Scale Experiments in  
Economics” (with AJ Bostian)
- 2001-2008: NSF SBR, “Game Theory and Social Interactions: A Virtual Collaboratory for  
Teaching and Research,” (I am the lead PI for a \$2.5 million NSF Infrastructure  
grant, with 9 co-PIs in economics, anthropology, and politics)
- 2007-2008: NSF SBR 0649463, “Doctoral Dissertation Research: An Experimental Study of  
Exclusive Contracts” (for Angela Smith)
- 2003-2004: NSF DUE 0230808, “Collaborative Research: Economics Experiments to Prepare  
Secondary Teachers and Reinforce Understanding of Basic Economics”
- 1999-2002: NSF SBR 9818683, “Equilibrium with Bounded Rationality in Economic Games”  
(with Jacob Goeree)
- 1997-2000: NSF SBR 9617784, “Equilibrium with Bounded Rationality in Economic Games”  
(with Simon Anderson and Jacob Goeree)
- 1997-1998: NSF SBR 9712373, “Computer Laboratory for Classroom and Research  
Experiments in Economics”
- 1994-1997: NSF SBR 9320044, “Laboratory Markets with Discounts, Search Costs, and  
Demand Shocks” (with Doug Davis)
- 1994-1996: NSF SBR 9320617, “Doctoral Dissertation Research: Information Cascade  
Experiments” (for Lisa Anderson)
- 1990-1993: NSF SES 9012694, “Experimental Analysis of Cooperation in Finitely Repeated  
Games” (with Doug Davis)
- 1988-1990: NSF SES 8720105, “Experimental Tests of Nash Refinements”

1983-1985: NSF SES 8219720, "Experimental Studies of Industrial Organization Theories"

1980-1982: NSF SES 7923694, "Signaling Auction Markets"

OTHER EXTERNAL GRANTS:

2010-2013: Environmental Protection Agency: "Investigating the Performance of Carbon Dioxide Allowance Auctions in the Context of Hybrid Price and Quantity Instruments, Multiple Vintages, and Declining Caps"

2008-2009: Department of Homeland Security, subcontract from CREATE at USC "Studying Terrorism with Experimental Games"

2007: New York State NYSERDA "Auction Design for the Regional Greenhouse Gas Initiative (RGGI)" (with W. Shobe, J. Goeree, D. Burtraw, and K. Palmer)

1994: Japan Society for the Promotion of Science, Visiting Researcher, Tsukuba University

1993: Experimental Games (with Jordi Brandts), Spanish DGCICYT

1992: U.S.I.A. Academic Specialist Grant for Mexico, January 1992

1988: US/Spain Joint Committee, program for visitors of short duration, "Experimental Tests of Game Theories"

1987: US/Spain Joint Committee, Sabbatical Program, "Theoretical Issues in Industrial Organization"

PUBLICATIONS

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*Note: Publications are listed in categories - Books, Journal Articles, Articles Related to Teaching, Other Publications (contributions to books, etc.), and Current Manuscripts and Projects*

BOOKS:

*Markets, Games, and Strategic Behavior*, Boston: Pearson/Addison-Wesley, 2006.

*Experiments Investigating Market Power, Research in Experimental Economics, Vol. 9* (edited with R. Mark Isaac) Greenwich, Conn.: JAI Press, 2003.

*Emissions Permits Experiments, Research in Experimental Economics, Vol. 8* (edited with R. Mark Isaac), Greenwich, Conn.: JAI Press, 1999.

*Experimental Economics* (with D. Davis), Princeton University Press, 1993.

“Bidding for Contracts,” in *Bayesian Analysis in Economic Theory and Time Series Analysis, the 1977 Savage Dissertation Award Theses* (with R. W. Shore), A. Zellner and J. B. Kadane (eds.), North-Holland, 1980.

JOURNAL ARTICLES:

“An Experimental Analysis of Asymmetric Power in Conflict Bargaining,” (with K. Sieberg, D. Clark, T. Nordstrom, and W. Reed), *Games and Economic Behavior*, 2013, 4(3), 375-397.

“A Reverse Auction for Toxic Assets,” (with O. Armantier and C. Plott) forthcoming, in *American Economic Journal: Microeconomics*, November, 2013

“Tragedy of the Common Canal,” (with C. Johnson, C. Mallow, S. Sullivan) *Southern Economic Journal*, 78(4) April 2012, 1142-1162.

“Hierarchical Package Bidding: A Paper & Pencil Combinatorial Auction,” (with J. Goeree) *Games and Economic Behavior*, 70, September 2010, 146-169.

“Emissions Trading: An Experimental Analysis,” (with M. Wråke, E. Myers, S. Mandell, and D. Burtraw) *Environmental and Resource Economics*, 2010, 46(3), 331-336.

“An Experimental Analysis of Auctioning Emission Allowances Under a Loose Cap,” (with William Shobe, Karen Palmer, Erica Myers, Jacob Goeree, and Dallas Burtraw) *Agricultural and Resource Economics Review*, Volume 39, Number 2, April 2010, pp 162-175.

“An Experimental Study of Auctions versus Grandfathering to Assign Pollution Permits,” (with Goeree, J., W. Shobe, K. Palmer, and D. Burtraw) *Journal of the European Economic Association*, 2010, April/May, Vol. 8, No. 2-3, Pages 514-525

“Collusion in Price-Setting Duopoly Markets: Experimental Evidence” (with L. Anderson and B. Freeborn) *Southern Economics Journal*, 2010 76(2), 577-591.

“An Experimental Test of Flexible Combinatorial Spectrum Auction Formats,” (with C. Brunner, J. Goeree, J. Ledyard), *American Economic Journal: Micro*, 2010 (2) 39-57.

“Collusion in Auctions for Emissions Permits: An Experimental Analysis,” (with Burtraw, D., J. Goeree, E. Myers, K. Palmer, and W. Shobe) *Journal of Policy Analysis and Management*, 2009, 28(4), 672-691.

“Risk, Uncertainty, and Discrete Choice Models” (with de Palma, A., M. Ben-Akiva, D. Brownstone, T. Magnac, D. McFadden, P. Moffatt, N. Picard, K. Train, P. Wakker, J. Walker), *Marketing Letters*, 2008 8(3-4) July 269-285.

“An Update on Bayesian Updating” (with Angela Smith), *Journal of Economic Behavior and Organization*, 2009 69(2) February, 125-134.

- “The Newsvendor Pull-to-Center Effect: Adaptive Learning in a Laboratory Experiment,” (with Angela Smith and AJ Bostian) *Manufacturing and Service Operations Management*, 2008, Fall 10(4), 590-608.
- “Coordination of Strategic Responses to Security Threats: Laboratory Evidence,” (with R. Hess and A. Smith) *Experimental Economics*, 2007, 10(3), 235-250.
- “Regular Quantal Response Equilibrium,” (with Jacob Goeree and Tom Palfrey) *Experimental Economics*, 2006, 8, 347-367.
- “An Exploration of Anomalous Behavior in Models of Political Participation,” (with J. Goeree), *American Political Science Review*, May 2005, 99(2), 201-213.
- “Risk Aversion and Incentives: New Data without Order Effects,” (with Susan Laury) *American Economic Review*, June 2005, 95(3), 902-912.
- “An Experimental Study of Costly Coordination” (with J. Goeree) *Games and Economic Behavior*, 2005 (2), 349-364.
- “Using Laboratory Experiments for Policy Making: An Example from the Georgia Irrigation Reduction Auction” (with Ronald Cummings and Susan Laury), *Journal of Policy Analysis and Management*, Spring 2004, 3(2), 341-363.
- “Noisy Directional Learning and the Logit Equilibrium,” (with Simon Anderson and Jacob Goeree), *Scandinavian Journal of Economics*, (106) September 2004, 581-602.
- “The Nash Equilibrium: A Perspective” (with Al Roth) *Proceedings of the National Academy of Sciences*, USA, March 2004, 101(12) pp. 3999-4002.
- “A Model of Noisy Introspection” (with Jacob Goeree), *Games and Economic Behavior*, 2004, 46(2), 281-294.
- “Economic Science: An Experimental Approach for Teaching and Research,” Presidential Address, *Southern Economic Journal*, April 2003, 69(4), 755-771.
- “Risk Averse Behavior in Asymmetric Matching Pennies Games,” (with Jacob Goeree and Thomas Palfrey), *Games and Economic Behavior*, 2003, 45, 97-113.
- “Risk Aversion and Incentive Effects” (with Susan Laury) *American Economic Review*, December 2002, 92: 1644-55.
- “Quantal Response Equilibrium and Overbidding in Private Value Auctions” (with Jacob Goeree and Thomas Palfrey), *Journal of Economic Theory*, 104(1), 2002, 247-272.
- “Learning and Noisy Equilibrium Behavior in an Experimental Study of Imperfect Price Competition,” (with M. Capra, R. Gomez, and J. Goeree), *International Economic Review*, August 2002, 613-636.
- “Private Costs and Public Benefits: Unraveling the Effects of Altruism and Noisy Behavior,” (with Jacob Goeree and Susan Laury), *Journal of Public Economics*, 83(2) 2002, 257-278.

- “The Logit Equilibrium: A Unified Perspective on Intuitive Behavioral Anomalies in Games with Rank-Based Payoffs,” (with Simon Anderson and Jacob Goeree), *Southern Economic Journal*, July 2002, 21-47.
- “Ten Little Treasures of Game Theory and Ten Intuitive Contradictions,” (with Jacob Goeree) *American Economic Review*, December 2001, 1402-1422.
- “Minimum-Effort Coordination Games: An Equilibrium Analysis of Bounded Rationality,” (with Simon Anderson and Jacob Goeree), *Games and Economic Behavior*, 34(2), 2001, 177-199.
- “Asymmetric Inequality Aversion and Noisy Behavior in Alternating-Offer Bargaining Games” (with Jacob Goeree) *European Economic Review*, 44, 2000, 1079-1089.
- “Stochastic Game Theory: For Playing Games, Not Just for Doing Theory,” (with Jacob Goeree) *Proceedings of the National Academy of Sciences*, 96, September 1999, 10564-10567.
- “Anomalous Behavior in a Traveler's Dilemma?” (with M. Capra, J. Goeree, and R. Gomez) *American Economic Review*, 89:3, June 1999, 678-690.
- “Equilibrium Cooperation in Two-Stage Games: Experimental Evidence” (with D. Davis), *International Journal of Game Theory*, 28:1 February 1999, 89-109.
- “A Theoretical Analysis of Altruism and Decision Error in Public Goods Games” (with Jacob Goeree and Simon Anderson), *Journal of Public Economics*, 70(2), 1998, 297-323.
- “The All-Pay Auction: Equilibrium with Bounded Rationality” (with Jacob Goeree and Simon Anderson), *Journal of Political Economy*, 106(4), August 1998, 828-853.
- “Conspiracies and Secret Price Discounts” (with D. Davis), *Economic Journal*, 108, May 1998, 1-21.
- “Information Cascades in the Laboratory,” (with Lisa Anderson) *American Economic Review*, December 1997, 847-862.
- “Markets with Posted Prices: Recent Results from the Laboratory” (with D. Davis), *Investigaciones Económicas*, September 1996, 20(3), 291-320.
- “List Prices and Discounts: The Interrelationship Between Consumer Shopping Patterns and Profitable Marketing Strategies” (with Doug Davis) *Psychology and Marketing*, 13(0), July 1996, 341-363.
- “Price Rigidities and Institutional Variations in Markets with Posted Prices” (with D. Davis), *Economic Theory*, 9(1), 1996, 63-80.
- “Consumer Search Costs and Market Performance” (with Doug Davis), *Economic Inquiry*, 34, January 1996, 1-29.
- “Limitations of Forward Induction and Dominance: Experimental Evidence” (with Jordi Brandts), *Economics Letters*, 49, 1995, 391-95.



- “Market Power and Mergers in Laboratory Experiments with Posted Prices” (with D. Davis), *RAND Journal of Economics*, 25(3) Autumn 1994, 467-487.
- “The Effects of Discounting Opportunities in Laboratory Posted-Offer Markets,” (with D. Davis), *Economics Letters*, 44, 1994, 249-253.
- “The Loser's Curse” (with R. Sherman), *American Economic Review*, 84(3), June 1994, 642-652.
- “Equilibrium Cooperation in Three-Person, Choice-of-Partner Games” (with D. Davis), *Games and Economic Behavior*, 7, 1994, 39-53.
- “Experimental Economics: Methods, Problems, and Promise” (with D. Davis), *Estudios Económicos*, 8(2), July-December 1993, 179-212.
- “Adjustment Patterns and Equilibrium Selection in Experimental Signaling Games” (with J. Brandts), *International Journal of Game Theory*, 22, 279-302, 1993.
- “An Experimental Test of Equilibrium Dominance in Signaling Games” (with Jordi Brandts), *American Economic Review*, 82(5), December 1992, 1350-1365.
- “Advertising and Product Quality in Posted-Offer Experiments” (with R. Sherman), *Economic Inquiry*, 28(3), January 1990, 39-56.
- “The Effects of Non-Binding Price Announcements in Posted-Offer Markets” (with D. Davis) *Economics Letters*, 34(4), December 1990, 307-310.
- “Strategic Voting Behavior in Agenda-Controlled Committee Experiments” (with C. Eckel), *American Economic Review*, 79(4), September 1989, 763-773.
- “The Exercise of Market Power in Laboratory Experiments” *Journal of Law & Economics*, (32, 2, pt.2) October 1989, S107-S131.
- “Facilitating Practices: The Effects of Advance Notice and Best-Price Policies” (with David Scheffman), *RAND Journal of Economics*, 18(2), Summer 1987, 187-197.
- “Market Power in Oral Double Auctions” (with L. Langan and A. Villamil), *Economic Inquiry*, 24, January 1986, 107-123.
- “Preference Reversals and the Independence Axiom” *American Economic Review*, 76(3), June 1986, 508-515.
- “A Laboratory Experiment with a Single-Person Cobweb” (with Anne Villamil), *Atlantic Economic Journal*, 14(2) July 1986, 51-54.
- “An Experimental Test of the Consistent-Conjectures Hypothesis” *American Economic Review*, 75(3), June 1985, 314-325.
- “On the Use of Profit Data to Estimate the Social Cost of Monopoly Power in an Oligopoly” *Journal of Economics and Business*, 34, 1982, 283-9.
- “Waiting-Line Auctions” (with R. Sherman), *Journal of Political Economy*, 90(2), April 1982, 280-292.

- “Competitive Bidding for Contracts under Alternative Auction Procedures” *Journal of Political Economy*, 88(3), June 1980, 433-445.
- “Forecasting Rules as Equilibrium Strategies in Duopoly Models” *The American Economist*, 23(2), Fall 1979, 31-36.
- “A Note on First Degree Stochastic Dominance” (with L. P. Hansen and D. Peled), *Economics Letters*, 1(4), 1979, 315-319.
- “Capital Allocation within a Firm” (with R. M. Cyert and M. H. DeGroot), *Behavioral Science*, 24(5), September 1979, 287-295.
- “Uncertainty and the Bidding for Incentive Contracts” *American Economic Review*, 69(4), September 1979, 697-705.
- “Sequential Investment Decisions with Bayesian Learning” (with M. H. DeGroot and R. M. Cyert), *Management Science*, 24(7), March 1978, 712-718.

CHAPTERS IN BOOKS:

- “Assessment and Estimation of Risk Preferences” (with Susan Laury), in press, *Handbook of the Economics of Risk and Uncertainty*, M. Machina and K. Viscusi, eds., Elsevier, 2013, Chapter 4.
- “Price Discovery in Emission Permit Auctions,” (with D. Burtraw, J. Goeree, E. Myers, K. Palmer, and W. Shobe) in R. M. Isaac and D. A. Norton, eds., *Experiments on Energy, the Environment, and Sustainability, Research in Experimental Economics, Vol. 14*, 2010, Emerald Group Publishing, Bingley:UK, 11-36.
- “Further Reflections on the Reflection Effect,” (with S.K. Laury) in J. Cox and G. Harrison, eds., in *Research in Experimental Economics*, Emerald Group Publishing, Bingley: UK., 2008, 405-440.
- “Information Cascade Experiments,” (with L. Anderson), in the *The New Palgrave Dictionary of Economics*, 2008.
- “Quantal Response Equilibrium,” (with J. Goeree and T.R. Palfrey) in the *New Palgrave Dictionary of Economics*, 2008.
- “Payoff Scale Effects and Risk Preference Under Real and Hypothetical Conditions,” (with S. Laury) in *Handbook of Experimental Economics Results, Volume 1*, C. Plott and V. Smith, eds., New York: Elsevier Press, 2008, 1047-1053.
- “Predatory Pricing: Rare Like a Unicorn?” (with J. Goeree and R. Gomez) in *Handbook of Experimental Economics Results, Volume 1*, C. Plott and V. Smith, eds., New York: Elsevier Press, 2008, 178-184.
- “The Exercise of Market Power in Laboratory Experiments,” (with D. Davis) in *Handbook of Experimental Economics Results, Volume 1*, C. Plott and V. Smith, eds., New York: Elsevier Press, 2008, 138-145.

- “The Effects of Collusion in Laboratory Experiments,” (with D. Davis) in *Handbook of Experimental Economics Results, Volume 1*, C. Plott and V. Smith, eds., New York: Elsevier Press, 2008, 170-177.
- “Information Cascade Experiments,” (with Lisa Anderson), in *Handbook of Experimental Economics Results, Volume 1*, C. Plott and V. Smith, eds., New York: Elsevier Press, 2008, 336-343.
- “Logit Equilibrium Models of Anomalous Behavior: What to do when the Nash Equilibrium Says One Thing and the Data Say Something Else,” (with S. Anderson and J. Goeree), in *Handbook of Experimental Economics Results, Volume 1*, C. Plott and V. Smith, eds., New York: Elsevier Press, 2008, 549-558.
- “Theoretical Explanations of Treatment Effects in Voluntary Contributions Experiments,” (with S. Laury), in *Handbook of Experimental Economics Results, Volume 1*, C. Plott and V. Smith, eds., New York: Elsevier Press, 2008, 846-855.
- “Voluntary Provision of Public Goods: Experimental Results with Interior Nash Equilibria,” (with S. Laury), in the *Handbook of Experimental Economics Results, Volume 1*, C. Plott and V. Smith, eds., New York: Elsevier Press, 2008, 792-801.
- “Congestion and Social Welfare,” (with Lisa Anderson and David Reiley) in *Experimental Methods, Environmental Economics*, T.L. Cherry, J.F. Shogren, and S. Kroll, eds., London: Routledge, 2008, 280-292.
- “An Experimental Basis for Public Policy Initiatives” (with Angela M. Smith and William Shobe), *Promoting the General Welfare: New Perspectives on Government Performance*, E. Patashnik and A. Gerber, eds., Washington, DC: Brookings Institution Press, 2006, pp. 174-199.
- “Experimental Studies of Discrimination” (with L. Anderson and R. Fryer) *Handbook on the Economics of Discrimination*, W. Rogers, ed., Northampton, MA: Edward Elgar, 2006, 97-115.
- “John F. Nash, Jr.: Introduction and Postscript,” *Southern Economic Journal*, 2003, 69(1), 2-3.
- “Experimental Economics and Public Choice,” (with Lisa Anderson), *The Encyclopedia of Public Choice*, C. Rowley (ed.), Norwell, MA: Kluwer Academic Publishers, 2003.
- “Incentives in Public Goods Experiments: Implications for the Environment,” (with J. Goeree and S. Laury) in *Recent Advances in Environmental Economics*, J. List and A. de Zeeuw, eds., Cheltenham: Edward Elgar Publisher, 2002, 309-339.
- “Supra-competitive Prices and Market Power in Posted-Offer Experiments,” (with A. Villamil and D. Davis), in *Research in Experimental Economics, Experiments Investigating Market Power*, vol. 9, 2002, M. Isaac and C. Holt, eds., JAI Press, 121-137.
- “Learning in Economic Experiments,” (with J. Goeree) in *Encyclopedia of Cognitive*

- Science*, Volume 2, L. Nagel, ed., London: Nature Publishing Group, McMillan, 2002, 1060-1069.
- “Coordination Games,” (with J. Goeree) in *Encyclopedia of Cognitive Science*, Volume 2, L. Nagel, ed., London: Nature Publishing Group, McMillan, 2002, 204-208.
- “Information Cascades and Rational Conformity,” (with Lisa Anderson), *The Encyclopedia of Cognitive Science*, L. Nagel, ed., London: Nature Publishing Group, McMillan, 2002, pp. 540-544.
- “Varying the Scale of Financial Incentives Under Real and Hypothetical Conditions” (with Susan Laury) *Brain and Behavioral Sciences*, 24(4), 417-418.
- “The War of Attrition with Noisy Players,” (with Jacob Goeree and Simon Anderson) in *Advances in Applied Micro-Economics, Volume 7*, in M. R. Baye, ed., Greenwich, Conn.: JAI Press, 1998, 15-29.
- “Industrial Organization: A Survey of Laboratory Research,” in J. Kagel and A. Roth (eds.), *Handbook of Experimental Economics*, Princeton: Princeton University Press, 1995, 349-443.
- “An Examination of the Diamond Paradox: Initial Laboratory Results,” (with D. Davis), *Actas de las X Jornadas de Economía Industrial*, Madrid: Fundación Empresa Pública, 1995, 67-70.
- “Conspiracies and Secret Discounts: Initial Laboratory Results,” (with D. Davis), *Actas de las IX Jornadas de Economía Industrial*, Madrid: Fundación Empresa Pública, 1994, 103-107.
- “Patrones de Ajuste y Selección de Equilibrios en Juegos Experimentales de Señalización,” (with J. Brandts), *Actas de las VIII Jornadas de Economía Industrial*, Madrid: Fundación Empresa Pública, 1993, 63-67.
- “Forward Induction: Experimental Evidence from Two-stage Games with Complete Information,” (with Jordi Brandts), *Research in Experimental Economics, Volume 5*, M. Isaac (ed.), Greenwich, Conn.: JAI Press, 1992, 119-136.
- “The Calculation of Equilibrium Mixed Strategies in Posted-Offer Auctions,” (with F. Solis-Soberon), *Research in Experimental Economics, Volume 5*, in M. Isaac, (ed.), Greenwich, Conn.: JAI Press, 1992, 189-229.
- “Capacity Asymmetries, Market Power, and Mergers in Markets with Posted Prices,” (with D. Davis), *Investigaciones Económicas*, 2, suplemento, 1992, 73-79.
- “Evidencia Experimental Sobre Inducción Proyectiva,” (with Jordi Brandts), *Investigaciones Económicas*, (segunda época), 1990, 139-43.
- “Strategic Business Behavior and Antitrust,” (with David Scheffman), in J. Meehan and R. Lerner (eds.), *Economics and Antitrust Policy*, Quorum Books, 1989, 39-82.
- “Quality Uncertainty and Bundling,” (with R. Sherman), in P. M. Ippolito and D. T. Scheffman (eds.), *Empirical Approaches to Consumer Protection Economics*,

Washington D.C.: Bureau of Economics, Federal Trade Commission, 1986, 221-250.

“Discussant's comments on: Incentives, Learning and Processing of Information in a Market Environment: An Examination of the Base-Rate Fallacy,” in S. Moriarity (ed.), *Laboratory Market Research*, University of Oklahoma, 1986, 80-85.

“The Use of Laboratory Experiments in Economics: An Introductory Survey,” (with A. Villamil), in S. Moriarity (ed.), *Laboratory Market Research*, University of Oklahoma, 1986, 1-14.

“Scoring Rules for Eliciting Subjective Probability and Utility Functions,” in P. K. Goel and A. Zellner (eds.), *Bayesian Inference and Decision Techniques: Essays in Honor of Bruno de Finetti*, North-Holland, 1986, 279-290.

“When a Queue is Like an Auction,” (with R. Sherman), in M. Shubik, R. Englebrecht-Wiggans, and R. Stark (eds.), *Auctions Bidding and Contracting: Uses and Theory*, New York University Press, 1983, 255-282.

#### ARTICLES RELATED TO TEACHING:

“Wisdom of the Crowds and the Winner’s Curse: A Classroom Clicker Experiment,” (with A.J. Bostian) forthcoming in the *Journal of Economic Education*, Summer, 2013, 44, 217-229.

“Teaching Experimental Economics: Reinforcing Paradigms and Bringing Research into the Undergraduate Classroom,” in the *International Handbook on Teaching and Learning Economics*, Gail Hoyt and KimMarie McGoldrick (eds.), 2012, Edward Elgar, pp. 494-504.

“Teaching Opportunity Cost in an Emissions Permit Experiment,” (with E. Myers, M. Wråke, S. Mandell, and D. Burtraw) *International Research in Economic Education*, 2010, 9, issue 2, 34-42.

“Vertical Integration of Successive Monopolists: A Classroom Experiment” (with Narine Badasyan, Jacob K. Goeree, Monica Hartmann, John Morgan, Tanya Rosenblat, Maros Servatka, Dirk Yandell), *Perspectives on Economic Education Research* 2009. Vol. 5, No. 1, 61-77.

“Production and Gains from Trade” (with L. Anderson, E. Blanchard, K. Chaston, C. Holt, L. Razzolini and R. Singleton), *Perspectives on Economic Education Research*, 2008. Vol. 4, No.1, 2-22.

“Bubbles in an Asset Market” (with AJ Bostian) *Journal of Economic Education*, 2009, Vol. 40, No. 1, Winter, 27-37.

“Classroom Games: Experience-Based Discrimination” (with J. Goeree and R. Fryer) *Journal of Economic Education*, 2005, 36(2), 160-170.

“A Classroom Exercise: Voting by Ballots and Feet” (with R. Hewett, G. Kosmopoulou,

C. Kymn, C. Long, S Mousavi, and S. Sarangi), *Southern Economic Journal*, July 2005, 72(1), 253-263.

- “Predation, Asymmetric Information, and Strategic Behavior in the Classroom: An Experimental Approach to the Teaching of Industrial Organization, (with M. Capra, R. Gomez, and J. Goeree), *International Journal of Industrial Organization*, January 2000, 18-1.
- “Classroom Games: Making Money” (with Susan Laury) *Journal of Economic Perspectives*, Spring 2000, 205-213.
- “Classroom Games: A Prisoner's Dilemma” (with Monica Capra), *Journal of Economic Education*, 2000, 31(3), 229-236.
- “Classroom Games: Strategic Interaction on the Internet” (with M. Grobelnik and V. Prasnika) *Journal of Economic Perspectives*, 13:2, Spring 1999, 211-220.
- “Classroom Games: A Market for Lemons” (with Roger Sherman), *Journal of Economic Perspectives*, 13:1, Winter 1999, 205-214.
- “Classroom Games: Rent Seeking and the Inefficiency of Non-market Allocations” (with Jacob Goeree), *Journal of Economic Perspectives*, 13:3, Summer 1999, 217-226.
- “Teaching Economics with Classroom Experiments: A Symposium” *Southern Economic Journal*, 65(3), January 1999, 603-610.
- “Multi-Market Equilibrium and the Law of One Price” (with Susan Laury) *Southern Economic Journal*, 65(3), January 1999, 611-621.
- “Employment and Prices in a Simple Macro-Economy” (with Jacob Goeree), *Southern Economic Journal*, 65(3), January 1999, 637-647.
- “Coordination” (with Monica Capra), *Southern Economic Journal*, 65(3), January 1999, 630-636.
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