

Ananish Chaudhuri

Curriculum vitae September 2020

Department of Economics
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Education:

Ph. D. in Economics, October, 1997
Rutgers University, New Brunswick, NJ, U.S.A.

M.A. in Economics, May 1994
Rutgers University, New Brunswick, NJ, U.S.A.

M.A. in Economics, May 1992
Jawaharlal Nehru University, New Delhi, India

B.Sc. (Hons.) in Economics, First Class, June 1990
Presidency College, Calcutta University, Calcutta, India

Academic Appointments:

Visiting Professor of Public Policy, Harvard Kennedy School, January – June 2020.

Head (Chair) of the Department of Economics, University of Auckland; February, 2013 – January 2020.

The Department of Economics at Auckland is a leading research institution in Australasia, ranked between 51-100 (in the QS rankings); at par with Michigan State University, Ohio State University, Pennsylvania State University, University of Essex, University of Illinois-Urbana Champagne, University of Maryland-College Park, University of Virginia, University of Texas-Austin. The same rankings place the University of Auckland within the top-100 globally (2019 rank=83rd). I was responsible for creating a dual track (mathematical or non-mathematical), both leading to the BCom in Economics leading to significant increase in Economics enrolment.

Professor of Experimental Economics, Department of Economics, University of Auckland, September 2009 onwards.

Associate Professor, October 2005 - August 2009; Senior Lecturer, February 2003 – September 2005.

Visiting Research Scholar, Centre for Economic Studies, University of Munich, July – August 2018.

Visiting Assistant Professor, Department of Economics, Wellesley College, July 2001-December 2002.

Assistant Professor, Department of Economics, Washington State University, August 1998 – May 2003.

Visiting Assistant Professor, Indiana University-Purdue University-Indianapolis (IUPUI), August 1997 – May 1998.

Editorial Appointments:

Editor-in-chief, *New Zealand Economic Papers*, Routledge, 2007-2010. (Editorial Board Member, 2020 onwards)

Associate Editor, *Journal of Economic Behavior and Organization*, Elsevier, 2011-2015.

Associate Editor (*de facto* Editor on all assigned papers), *Journal of Economic Psychology*, Elsevier, 2007-2019.

Book Review Editor, *Journal of Economic Psychology*, Elsevier, 2016-2018.

Associate Editor (*de facto* Editor on assigned papers), *Journal of Behavioral and Experimental Economics*, Elsevier, 2013 onward. (Editorial Board Member, 2009 – 2012).

Editorial Board Member (*de facto* Editor on assigned papers), *Games*, 2017 onward.

Editor Board Member (*de facto* Editor on assigned papers), *Nature Scientific Reports*, 2018 onward.

Editor, *Games - Special Issue: Experimental studies of social dilemma problems*, 2015; subsequently published as Chaudhuri, A. (Ed.), *Recent advances in experimental studies of social dilemma problems*, 2016, Basel, Switzerland: MDPI AG

Ad Hoc Action Editor, *Experimental Economics*, Sage Open

I routinely serve as a referee for a very large number of leading scholarly journals, granting agencies as well as publishing houses. These are too numerous to mention separately.

Other Professional Appointments:

Member, *Economics and Human & Behavioral Sciences (EHB) Panel*, Royal Society NZ Marsden Fund Grants, 2018-2019.

Founder and Director; DECIDE – University of Auckland Business School Decision Making Lab, 2010 onward.

Research Fellow, CES-ifo Institute, University of Munich, Germany, 2018 onward.

Invited Visiting Scholar; Centre for Economic Studies, University of Munich, Germany; July-August 2018.

Research Associate, Center for Economic Behavior, Institutions and Design, Rutgers University, New Brunswick, NJ, 2011 onward.

MCJ Foundation Pre-Doctoral Visiting Fellow, Economic Science Laboratory, University of Arizona, Summer 1995.

Selected Honours/Awards:

“A” (*Highest*) rating in NZ Government’s Performance Based Research Funding (PBRF) exercise in all rounds including the most recent one; 2018-19.

Distinguished Contribution Award from the University of Auckland Faculty of Business and Economics for sustained contribution to the faculty, August 2018.

Special Service Award from the Council of the New Zealand Association of Economists for “outstanding work raising the quality and profile of the New Zealand Economic Papers” during my term as editor, 2007-2010, July 2010.

Sustained Research Excellence Award, University of Auckland Business School, 2008

Research Excellence Award for outstanding research performance, University of Auckland Business School, 2018, 2010.

Selected Significant Service Roles:

In 2020, at the height of the Covid-19 pandemic, I was a founding member of “Covid Plan B”, a loose group of academics arguing that lockdowns were blunt instruments that caused more harm than good and were a disproportionate response to the SARS-Cov-2 threat. Activities included numerous op-eds, media appearances, presentations at scientific symposia and Parliamentary Select Committee. It is arguable that this group was responsible, in the face of stiff resistance, in turning the NZ government away from an economically ruinous elimination strategy and looking for other alternatives leading to total harm minimization.

Member, 3-person Senior Leadership Delegation from University of Auckland Business School to leading Indian Universities and Business Schools; August 2019.

Member of Senate Working Party, a working party of ten professors set up to look at the structure, role and function of the University of Auckland Senate as well as revitalize the role of the Senate, 2011-2012.

Member, University of Auckland Staffing Committee for Non-Faculty Academics, 2010- 2012.

Member, University of Auckland Business School Faculty Staffing Committee, 2009 – 2012.

Member, University of Auckland Business School Research Committee, 2010-2011.

Member, University of Auckland Business School Research Excellence Awards Committee, 2009, 2011.

Member, University of Auckland Business School Distinguished Contribution Award Committee, 2019.

University PBRF Evidence Portfolio Assessment Panel Member, 2006, 2012.

Faculty Panel member for EQUIS and AACSB accreditation, 2004, 2009, 2014.

External referee for numerous promotion and tenure applications in leading institutions around the world including applications to full Professor.

Research Overview:

I work in behavioural and experimental economics, with one paper in the area of public goods games having received more than 1000 citations. I have received an “A” (highest) rating in every round of New Zealand Government’s Performance Based Research Funding (PBRF) exercise including the most recent 2018-19 round, where only 10 other New Zealand economists achieved the same distinction. I am ranked among the top 7% authors world-wide in the Research Papers in Economics (RePEc) database as well as the Social Science Research Network (SSRN) database. I have received *three research excellence awards* from the University of Auckland Business School and in August 2018, was awarded a *Distinguished Contribution Award* for my services to the school.

Publications:

Books:

Chaudhuri, Ananish (2021). *Behavioural Economics and Experiments* (under contract); *forthcoming in late 2021*. London and New York: Routledge.

Chaudhuri Ananish. (2009). *Experiments in Economics: Playing Fair with Money*. London and New York: Routledge.

This book is written for a general audience and provides an overview of economic experiments that explore the role of social norms and norm-driven behaviour - such as notions of fairness, altruism, trust and reciprocity - in economic transactions and how findings in this area can change the way we approach a variety of economic problems such as pricing by firms, writing contracts between parties, making voluntary contributions to charity or providing micro-credit to small entrepreneurs.

Reviewed extremely favorably in the *Journal of Economic Literature*, *Journal of Economic Psychology* and *Journal of Socio-Economics* (now re-named *Journal of Behavioral and Experimental Economics*).

Edited Volumes:

Chaudhuri, Ananish (Ed.) (2020.) *Research Agenda in Experimental Economics*, (under contract); *forthcoming in late 2020*. Cheltenham: Edward Elgar.

Chaudhuri, Ananish (Ed.) (2016). *Recent Advances in Experimental Studies of Social Dilemma Games*, Basel: MDPI.

Refereed Journal Articles:

Claessens, S., Fischer, K., Chaudhuri, A., Sibley, C. and Atkinson, Q. (2020). Dual Evolutionary Foundations of Political Ideology. *Nature Human Behavior*, **4**, 336–345 (2020). <https://doi.org/10.1038/s41562-020-0850-9>.

Dickinson, D., Chaudhuri, A and Greenaway-McGrevy, R. (2019). Trading while sleepy? Circadian mismatch and excess volatility in a global experimental asset market. *Experimental Economics*. <https://link.springer.com/article/10.1007/s10683-019-09623-0>.

- Chaudhuri, A. (2018). Heterogeneous beliefs and the re-start effect in a public goods game. *Games (Special Issue: Social Norms and Games)*, 2018, 9(4); <https://doi.org/10.3390/g9040096>.
- So, T., Brown, P., Chaudhuri, A. Ryvkin, D. and Cameron, L. (2017). Piece-rates and tournaments: implications for productivity and learning in a cognitively challenging task. *Journal of Economic Behavior and Organization*, 142, October 2017, 11-23.
- Chaudhuri, A. and Paichayontvijit, T. (2017). On the long-run efficacy of punishments and recommendations in a laboratory public goods game. *Nature Scientific Reports*, 7: 12286. September 2017. DOI:10.1038/s41598-017-12490-5.
- Chaudhuri, A., So, T. and Sbai, E. (2017). Wage cuts and layoffs in the minimum effort coordination game. *Economics Bulletin*, 37(3), September 2017, 1-18.
- Chaudhuri, A., Paichayontvijit, T. and Smith A. (2017). Belief heterogeneity and contributions decay among conditional cooperators in public goods games. *Journal of Economic Psychology*, 58, February 2017, 15-30.
- Chaudhuri, A., Li, Y. and Paichayontvijit, T. (2016). What's in a frame? Goal framing, trust and reciprocity. *Journal of Economic Psychology*, 57, December 2016, 117-135.
- Chaudhuri, A., Paichayontvijit, T. and Sbai, E. (2016). The impact of framing, inequity and history in a corruption game: experimental evidence. *Games*, 7(2), June 2016. <https://doi:10.3390/g7020013>.
- Chaudhuri, A. (2016). Recent advances in experimental studies of social dilemma problems. *Games*, 7(1), February 2016. <https://doi:10.3390/g7010007>.
Re-printed as Introduction, pages IX-XXIV in Chaudhuri, A. (Ed.), *Recent advances in experimental studies of social dilemma problems*, 2016. Basel, Switzerland: MDPI AG
- Chaudhuri, A., Cruickshank, A. and Sbai, E. (2015). Gender differences in personnel management: experimental evidence. *Journal of Behavioral and Experimental Economics*, 58, October 2015, 20-32.
- Chaudhuri, A., Paichayontvijit, T. and So, T. (2015). Team versus individual behavior in the minimum effort coordination game. *Journal of Economic Psychology*, 47(2), April 2015, 85-102.
- Chaudhuri, A., Paichayontvijit, T. and Shen, D. (2013). Gender differences in trust and trustworthiness: Individuals, single Sex and mixed sex groups. *Journal of Economic Psychology*, 34, February 2013, 181-194.
- Chaudhuri, A. (2011). Sustaining cooperation in laboratory public goods experiments: a Selective Survey of the Literature. *Experimental Economics*, 14 (1), March 2011, 47-83.
- Chaudhuri, A. and Sbai, E. (2011). Gender Differences in Trust and Reciprocity in repeated gift exchange games. *New Zealand Economic Papers: Special Issue in Economic Psychology and Behavioural Economics*, 45 (1-2), 81-95, April-August, 2011.

Re-printed as Chapter 7, pages 81–96 in Simon Kemp and Gabrielle Wall (Eds.), *Economic Psychology and Experimental Economics*, 2013, Abingdon, UK: Routledge.

- Chaudhuri, A. and Paichayontvijit, T. (2010). Recommended Play and Performance Bonuses in the Minimum Effort Coordination Game. *Experimental Economics*, 13(3), September 2010, 346-363.
- Cameron, L., Chaudhuri, A., Erkal, N. and Gangadharan, L. (2009). Propensities to Engage in and Punish Corrupt Behavior: Experimental Evidence from Australia, India, Indonesia and Singapore. *Journal of Public Economics*, 93(7-8), August 2009, 843-851.
- Alatas, V., Cameron, L., Chaudhuri, A., Erkal, N. and Gangadharan, L. (2009). Subject pool effects in a corruption experiment: A comparison of Indonesian public servants and Indonesian students. *Experimental Economics*, 12(1), March 2009, 113-132.
- Chaudhuri, A., Schotter, A. and Sopher, B. (2009). Coordination in Inter-generational Minimum Effort Games with Private, Almost Common and Common Knowledge of Advice. *Economic Journal*, Volume 119, January 2009, 91-122.
- Alatas, V., Cameron, L., Chaudhuri, A., Erkal, N. and Gangadharan, L. (2009). Gender and Corruption: Insights from an Experimental Analysis. *Southern Economic Journal*, Volume 75, Number 3, January 2009, 663-680.
- Chaudhuri, A. and Gangadharan, L. (2007). An Experimental Analysis of Trust and Trustworthiness. *Southern Economic Journal*, April 2007, 73(4), 959-985.
- Chaudhuri, A., Schotter, A. and Sopher, B. (2006). Learning in Tournaments with Inter-generational Advice. *Economics Bulletin*, September 2006, 3(26), 1 – 16.
- Chaudhuri, A., Graziano, S. and Maitra, P. (2006). Social Learning and Norms in an Experimental Public Goods Game with Inter-Generational Advice. *Review of Economic Studies*, April 2006, 73(2), 357-380.
- Chaudhuri, A. and Paichayontvijit, T. (2006). Conditional Cooperation and Voluntary Contributions to a Public Good. *Economics Bulletin*, April 2006, 3(8), p. 1-15.
- Bangun, L., Chaudhuri, A., Prak, P. and Zhou, C. (2006). Common and Almost Common Knowledge of Credible Assignments in a Coordination Game. *Economics Bulletin*, January 2006, 3(1), p. 1-10.
- Chaudhuri, A. Chen, D., Graziano, S, McIntire, F. and Winkler, D. (2004). To Free-Ride or Not To Free-ride: The Role of Patterning and Feedback in the Public Goods Game. *ARTHANITI*, 3(1-2), December 2004, p. 86-105.
- Chaudhuri, A., Khan, S., Lakshmiratan, A., Py, A-L. and Shah, L. (2003). Trust and Trustworthiness in a Sequential Bargaining Game. *Journal of Behavioral Decision Making*, 16(5), December 2003, p. 331-340.
- Chakrabarty, D., Chaudhuri, A. and Spell, C. (2002). Information Structure and Contractual Choice

- in Franchising. *Journal of Institutional and Theoretical Economics*, Vol. 58 (4), December 2002, p. 638-663.
- Chaudhuri, A. and Maitra, P. (2002). On the Choice of Tenancy Contracts in Rural India. *Economica*, Vol. 69, Issue 275, August 2002, p. 445-459.
- Chaudhuri, A., Sopher, B. and Strand, P. (2002). Cooperation in Social Dilemmas, Trust and Reciprocity. *Journal of Economic Psychology*, Volume 23(2), March 2002, p. 231 – 249.
- Chaudhuri, A. (2002). A Simple Algebraic Approach to Teaching Oligopoly Models. *The American Economist*, Vol. XXXXVI, No. 1, Spring 2002, p. 36-41.
- Chakrabarty, D. and Chaudhuri, A. Formal and Informal Sector Credit Institutions and Interlinkage. *Journal of Economic Behavior and Organization*, Vol. 46 (3), November 2001, p. 312-325.
- Chaudhuri, A. and Maitra, P. (2001). Tenant Characteristics and the Choice of Tenurial Contracts in Rural India. *Journal of International Development*, Vol. 13 (2), March 2001, p. 169-181.
- Chaudhuri, A., Ghosh, P. and Spell, C. (2001). A Location Based Theory of Franchising. *Journal of Business and Economic Studies*, Vol. 7, No. 1, Spring 2001, p. 54-67.
- Chaudhuri, A. (2000). Endogenous Quality Choice and the Impact of Quantitative Restrictions. *The International Trade Journal*, Volume XIV (4), Winter 2000, p. 377-397.
- Chaudhuri, A. and Maitra, P. (2000). Sharecropping Contracts in Rural India: A Note. *Journal of Contemporary Asia*, Volume 30(1), February 2000, p. 99-107.
- Chaudhuri, A. (1998). The Ratchet Principle in a Principal Agent Game with Unknown Costs: An Experimental Analysis. *Journal of Economic Behavior and Organization*, Volume 37(3), November 1998, p. 291-304.

Chapters in Books:

- Fischer, K., Atkinson, Q and Chaudhuri, A. (2021). “Experimental approaches to political psychology”, Chapter 4 in Chaudhuri, A. (Editor), *Research Agenda in Experimental Economics*, Cheltenham: Edward Elgar. (forthcoming)
- Claessens, S., Chaudhuri, A., Sibley, C and Atkinson, Q. (2020). “An Evolutionary Approach to Political Ideology”, in Sibley C. and Osborne, D. (Editors), *Handbook of Political Psychology*, Cambridge, UK: Cambridge University Press. (forthcoming).
- Chaudhuri, A. (2015). “Altruistic Punishments”, Pages 10-12 in Morris Altman (Editor), *Real World Decision Making: An Encyclopaedia of Behavioral Economics*, ABC-CLIO Publishers, 2015.
- Chaudhuri, A. (2013). “Experimental Economics” in the *Encyclopaedia of Life Support Systems* (EOLSS; <http://eolss.net>), UNESCO, New York. NY. 2013

Chaudhuri, A., (2012). “Gender and corruption: a survey of the experimental evidence”, Chapter 2, pages 13-49 in Danila Serra and Leonard Wantchekon (Editors), *Research in Experimental Economics Volume 15: New Advances in Experimental Research on Corruption*, 2012, Bingley, UK: Emerald Publications.

Chaudhuri, A. and Paichayontvijit, T. (2011). “Recommended Play and Costly Punishments in a Laboratory Public Goods Experiment” in Krishnendu Ghosh Dastidar, Hiranya Mukhopadhyay and Uday Bhanu Sinha (Eds.), *Dimensions of Economic Theory and Policy: Essays for Anjan Mukherji*, New Delhi: Oxford University Press.

Selected Grants:

Principal Investigator, Royal Society NZ Marsden Fund Grant, 2018-2021 (with Quentin Atkinson and Chris Sibley), November 2017. Project: Political gaming: using economic games to understand the foundations of political ideology; NZ \$835,000.

Associate Investigator, Royal Society NZ Marsden Fund Grant, 2018-2021 (with Thomas Pfeiffer (PI), Yiling Chen, Anna Dreber and Arkadii Slinko, November 2017. Project: Decision Markets; NZ \$735,000.

Associate Investigator, Australian Research Council Discovery Projects Grant, 2006-2009 (with L. Gangadharan, N. Erkal and L. Cameron, all at the University of Melbourne), November 2005. Project: The Economics of Corruption and Institutional Change: Theory and Experiments; Approx. AU \$250,000.

Principal Investigator, University of Auckland Vice-Chancellor’s University Development Fund Grant to set up DECIDE, the University of Auckland Behavioural Decision Making Lab, August 2011. Approx. NZ \$30,000.

Principal Investigator, University of Auckland Vice-Chancellor’s University Development Fund Grant for project on gender and cultural differences in corruption, June 2004; approx. NZ \$54,000.

PI on numerous Faculty Research Development Fund grants from the University of Auckland since 2003; most recent ones for NZ \$33,600 between 2020 and 2022; NZ \$37,000 between 2017 and 2019; NZ \$30,000 between 2014 and 2016 and NZ \$48,000 between 2012 and 2014.

Non-Refereed Publications:

Chaudhuri, A. (2016). Is the price right? Fair play and economics. *University of Auckland Business Review*, 19(1), Autumn 2016.

Chaudhuri, A. (2010). Reflections of a journal editor. *New Zealand Economic Papers*, 44(3), December 2010, 211-215.

Chaudhuri, A. (2009b). Editor’s Introduction. *New Zealand Economic Papers*, 41(1), 227.

Chaudhuri, A. (2009a). Editor’s Introduction. *New Zealand Economic Papers*, 43(1), 1-2.

Chaudhuri, A. (2008). Editor’s Introduction. *New Zealand Economic Papers*, 42(2), 151-154.

- Chaudhuri, A. (2007b). Editor's Introduction. *New Zealand Economic Papers*, 41(2), 1-2.
- Chaudhuri, A. (2007a). Editor's Introduction. *New Zealand Economic Papers*, 41(1), 1-2.
- Chaudhuri, A. (2001). A Simple Investment Game Experiment for the Classroom. *Classroom Experiments*, Vol. 10, Fall 2001.
- Chaudhuri, A. (1996). Published abstract: The Ratchet Principle in a Principal Agent with Unknown Costs: An Experimental Analysis. *Journal of Mathematical Psychology*, 40 (4), December 1996, p. 371-371.

Book Reviews:

- Feeling Smart: Why Our Emotions Are More Rational Than We think*", by Eyal Winter, Public Affairs, New York, 2016, *Journal of Economic Psychology*, 59, April 2017, 171-173.
- "*Misbehaving: The making of behavioral Economics*", by Richard Thaler, W.W. Norton, 2015, *Journal of Behavioral and Experimental Economics*, 60, February 2016, 64-65.
- "*Give and Take*" by Adam Grant, Viking, 2014, *Journal of Behavioral and Experimental Economics*, 52, October 2014, 1-3.
- "*The Why Axis*" by Uri Gneezy and John List, Public Affairs, 2013, *Journal of Economic Psychology*, 44, October 2014, 47-49
- "*The Darwin Economy*" by Robert Frank, Princeton University Press, 2011, *New Zealand Economic Papers*, 46(2), 185-188.
- "*Experimental Economics: Rethinking the Rules*" by Nicholas Bardsley, Robin Cubitt, Graham Loomes, Peter Moffatt, Chris Starmer and Robert Sugden, Princeton University Press, 2009, *Journal of Economic Psychology*, 31(6), December 2010, 1057-1060.
- "*Moral Sentiments and Material Interests*", Samuel Bowles, Robert Boyd, Herbert Gintis and Ernst Fehr (Editors), MIT Press, 2006, *European Journal of Political Economy*, 24(1), March 2008, 280 – 282.
- "*Game Theory: 5 Questions*", Vincent F. Hendricks and Pelle G. Hansen (Editors), Automatic Press, 2005, *Journal of Economic Psychology*, 28 (5), August 2007, 625-627.
- "*Experimental Business Research*", Rami Zwick and Amnon Rapoport (Editors), Kluwer Academic Publishers, *Journal of Economic Psychology*, 23(6), December 2002, p. 793-796.
- "*Strategic Foundations of General Equilibrium*" by Douglas Gale, First Edition, Cambridge University Press, *Eastern Economic Journal*, 28(2), May 2002, p. 275-277.
- "*Rural Development: Principles, Policies and Management*" by Katar Singh, Second Edition, Sage Publishers, *Journal of Contemporary Asia*, 30(4), January 2001, p. 600-602.

Completed manuscripts:

Li, Y., Sbai, E. and Chaudhuri, A. (2020a). An experimental study of gender differences in agency relationships. [**Revise and resubmit**, *Journal of Behavioral and Experimental Economics*.]

Li, Y., Sbai, E. and Chaudhuri, A. (2020b). (Un)willing to lead? Men, women and the gender gap in leadership. Working paper, University of Auckland.

Chaudhuri, A., Iversen, V, Jensenius, F.J. and Maitra, P. (2020a). Time in Office and the Changing Gender Gap in Dishonesty: Evidence from Local Politics in India. CESifo Working Paper 8217, Munich, Germany. [Under submission]

Chaudhuri, A., Iversen, V, Jensenius, F.J. and Maitra, P. (2020b). Who wants to be a politician? Running for office in West Bengal Village Councils. Working paper, University of Auckland.

Claessens, S., Sibley, C., Chaudhuri, A. and Atkinson, Q. (2020). Cooperative phenotype predicts economic conservatism, policy views, and political party support. Working paper, University of Auckland. [Under submission.]

Fischer, K., Chaudhuri, A., & Atkinson, Q. D. (2020). The dual evolutionary foundations of political ideology predict responses to the COVID-19 pandemic. Working paper, University of Auckland.

Fischer, K., Chaudhuri, A., Sibley, C., & Atkinson, Q. D. (2020). The dual evolutionary foundations of political ideology differentially predict egoism, ingroup love, outgroup hate, and universalism. Working paper, University of Auckland.

Fischer, K., Claessens, S., Tremewan, J., Fišar, M., Špalek, J., Chaudhuri, A., Sibley, C., & Atkinson, Q. D. (2020). Right- and left-wing authoritarianism predict different measures of conformity and threat/disgust sensitivity. Working paper, University of Auckland.

Sundborn, G., Thornley, S., Jackson, M., Morris, G., Blackham, M. Schofield, G., Doehring, R., Goedeke, R., Morris, A., and Chaudhuri, A (2020). Chasing elimination through lockdowns is stamping out livelihoods and lives. [Under submission]

Rabiei, M., Hatami, J., Jahanitabesh, A., Safavimanesh, F and Chaudhuri, A. (2020). To Accept or not to Accept: Evidence from an Ultimatum Game with Proposers of varying wealth. Working paper, Institute for Cognitive Science Studies, Iran.

Selection of Invited Talks:

Keynote Speaker

- 52nd Annual meeting of the New Zealand Association of Economists, Wellington, New Zealand, June 29 – July 1, 2011.
- International Workshop on Experimental Economics and Finance, Wang Yanan Institute for Studies in Economics (WISE) Xiamen University - Xiamen, China, December 15-16, 2010.

Invited Speaker

- Spring Week on Campus, Public Lecture, November 28, 2019

- Centre for Digital Enterprise (CODE), University of Auckland, Research Symposium on Disruptive Technologies, November 1, 2019.
- Presidency University, Kolkata, India; delivered 2 public lectures of 3 hours each, January 18 and 28, 2019.
- Centre for Economic Studies, University of Munich; delivered a set of three-lectures on “Experiments in Social Preferences”, July 17, 18, 19, 2018.
- Spring Week on Campus, University of Auckland, November 28, 2019.
- NZ Commerce and Economics Teachers Main Event, June 13, 2019.
- Conference on Social Dilemma Games, Brown University, Providence, Rhode Island, May 15-16, 2015.
- International Conference on Public Finance, Public Economics and Public Policy, Centre for Training and Research in Public Finance and Policy, Kolkata, India, December 11-12, 2014.
- Great Minds and Big Ideas Lecture Series at the University of Auckland, May 14, 2011.
- Winter Week on Campus; University of Auckland; set of *five* public lectures; July 2, 4, 4, 5 and 6, 2007.

Current research projects:

“The dual evolutionary foundations of political ideology” (with Quentin Atkinson, Chris Sibley, Scott Claessens, Kyle Fischer and Guy Lavender-Forsythe, all University of Auckland)

Using behavioural economic games to understand and predict political ideology, particularly social dominance and right-wing authoritarianism; participants include from respondents to the NZ Attitudes and Values Survey (run by Chris Sibley)

“Who wants to be a politician: Running for office in West Bengal village panchayats” (with Vegard Iversen, University of Greenwich, Francesca Refsum Jensenius, University of Oslo and Pushkar Maitra, Monash University)

Field study in West Bengal with 400 local level politicians and 100 ordinary citizens to understand what motivates people to run for office and how time in office alters attitudes and behavior with a focus on potential gender differences in such differences.

“Gender and leadership” (with Sherry Li and Erwann Sbai)

Lab experiments looking to understand (possible) gender differences in the willingness to be a leader.

“Inequality, cooperation and the harshness of justice systems” (with Michalis Drouvelis, University of Birmingham, Abhijit Ramalingam, Appalachian State, and Brock Stoddard, Appalachian State)

Lab experiments to explore the impact of inequality on cooperation and where unequal societies choose harsher punishments for norm violators.

“Sleep deprivation, decision making and unconscious bias” (with David Dickinson, Appalachian State and Ryan Greenaway-McGrevy, University of Auckland)

Lab and on-line study of whether people are more likely to discriminate when sleep deprived (as is often the case with a large group of people such as medical professionals and shift-workers.)

“Wage cuts, layoffs and their implications for intra-organizational teaching and learning” (with Bradley Ruffle, McMaster University and Tony So, Suzhou Business School, X’ian Jiaotong Liverpool University).

Lab experiments looking at timing and process of layoffs on teaching and learning within organizations.

Teaching:

Post-graduate:

Washington State University: Managerial Economics (MBA), Statistics for Business (MBA)

University of Auckland: Experimental Economics

Under-graduate:

University of Auckland: Behavioural Economics, Principles of Microeconomics, Intermediate Microeconomics, International Trade, International Economics, Understanding the Global Economy

Wellesley College: Principles of Microeconomics, Intermediate Microeconomics, Economic Development, Behavioral Decision Theory

Washington State University: Theory of the Firm and Market Policy, International Trade and Finance, Behavioral Decision Theory, Labor Economics

Rutgers University: Introduction to Microeconomics, Intermediate Microeconomics, International Trade, Economic Development, Managerial Economics

I have been very successful in the classroom, enjoying high student evaluation ratings in all the places where I have taught. I have been nominated for multiple teaching excellence awards in more than one institution. These student evaluations are available upon request.

Theses Advising:

Doctoral (Main Supervisor):

Tirnud Paichayontvijit (2007-2011; currently Assistant Professor, Ramkhamhaeng University, Bangkok, China); **Tony So** (2012-2016; currently Assistant Professor, Suzhou Business School, X'ian Jiaotong Liverpool University, Suzhou, China); **Sherry Li** (2014 onwards)

Doctoral (Co-supervisor/Advisor):

Md. Aman Ullah (2007-2012); Thomas Vardy (2014 onwards); Scott Claessens (2018 onwards); Kyle Fischer (2018 onwards); Guy Lavender-Forsythe (2018 onwards); Pansye ElKashef (Massey University, 2018 onwards)

Master's Thesis (1 year; 90 points):

Yijing Wang, 2017-2018; Tian Leong (2012-2013); Gary Li (2010-2011)

Master's Dissertation (1 semester; 30 points):

He (Charlie) Chao (2009); Qinyi (Cleo) Ren (2006); Tirnud Paichayontvijit (2006); Laura Bangun (2006); Parapin Prak (2006); Amy Cruickshank (2005)

Honours Dissertation (1 semester; 30 points):

Molly Benson, (2015); Tom McEwan (2014); Roman Parker-Iida (2014); Kenneth Goodall (2011); Gary Li (2009); Lifeng (Daisy) Shen (2009); Tirnud Paichayontvijit (2005); Sara Graziano (2002; Wellesley College)

MBA Thesis (all at Washington State):

Luzmarina Madden (2001); James Timmons (2001); Hildred Neilson (2001); Gyrgal Abdouraimov (2001); John Hunt (2000); William Howard (2000); Oliver Chang (2000); Terie G. Ellis (2000)

In addition, I have served as an external examiner for a large number of Ph.D. theses. I have also chaired a number of Ph.D. final examinations across different faculties at the University of Auckland.

Selected Output in Popular Media:

Staying up late and dabbling in financial markets could cost you, (with Ryan Greenaway-McGrevy), <https://stuff.co.nz>, August 1, 2020.

Why countries with female leaders fared better under Covid-19. *New Zealand Herald*, July 22, 2020.

Should Kiwis pay for Quarantine? *Newsroom*, July 22, 2020.

Don't make Kiwis pay for Covid-19 quarantine, *Newsroom*, June 29, 2020.

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